



Process Discovery Summary for SAP S/4HANA Transformation

Evolution of SAP Business Scenario Recommendations on Spotlight

Customer Name: Sample Inc.

Customer Number: 12345
Date of Analysis: 14 Nov, 2023
Country/Region: Germany

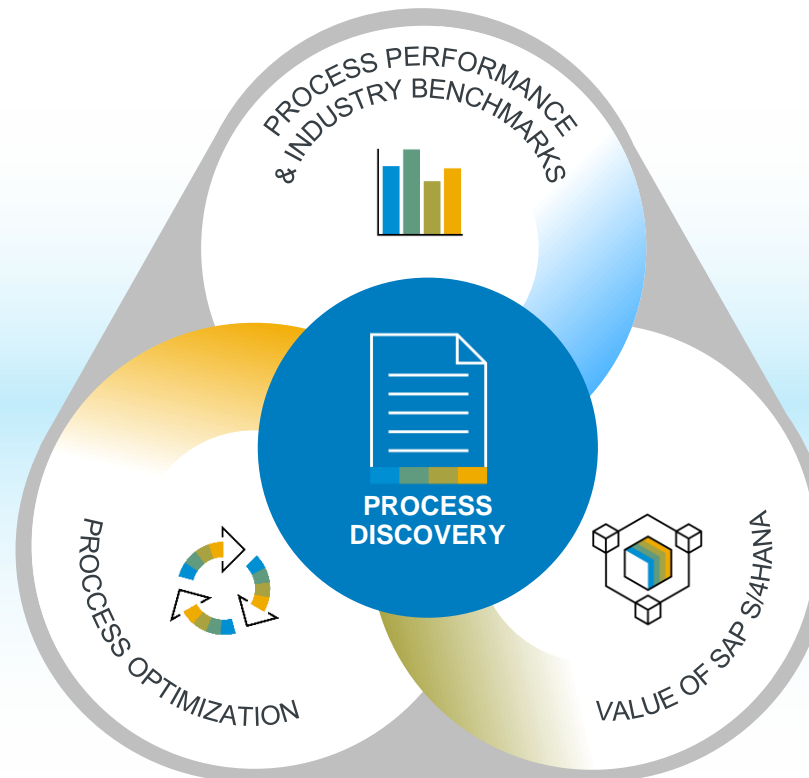
System ID: PRD
Current Release: SAP ERP - EHP6
Database: Oracle

Consumer Products Industry

What's in it for you:

This summary will help you to receive:

- Insights on your current SAP ERP system and industry trends
- Relevant SAP S/4HANA capabilities by line of business
- Tailored guidance and recommendations to realize the value from SAP S/4HANA and SAP Signavio



What we know about Sample Inc.:

- We analyzed business process performance and usage data provided from your SAP ERP system PRD
- 7 lines of business use PRD, including Finance, Sourcing & Procurement, Sales & Service, Supply Chain, Manufacturing, Asset Management & Human Resources

Guided Transformation to the Intelligent Enterprise

Process Discovery Solution: Online Version

Your Process Discovery summary is enriched with an online version: Process Discovery solution

In addition to this PDF summary, SAP delivers a lightweight, data-driven analysis on transaction and process usage in your ERP system

- Understand which ERP components, transactions and processes are heavily used
- Identify areas with highest potential for process improvement and automation
- Find out which SAP solutions can bring immediate value to your business operations

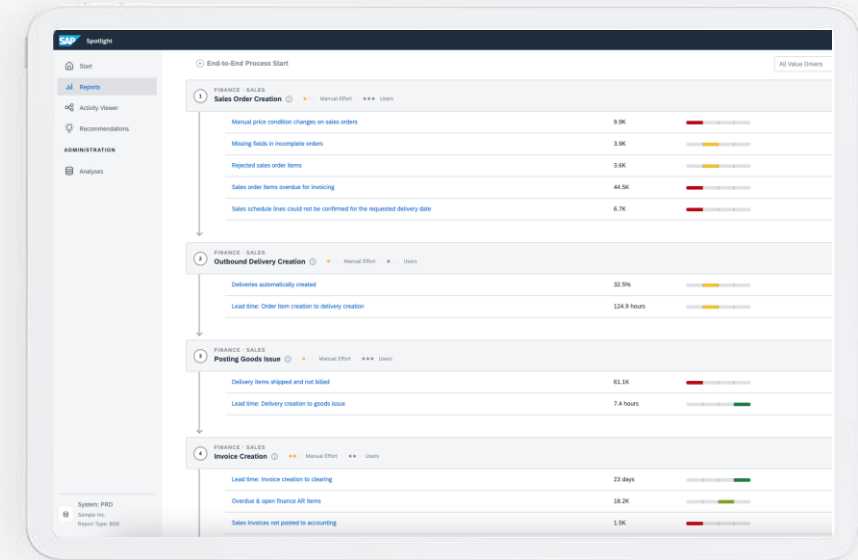


Click here to access your free
Process Discovery solution »
(Spotlight by SAP)

Access to the demo system is internal

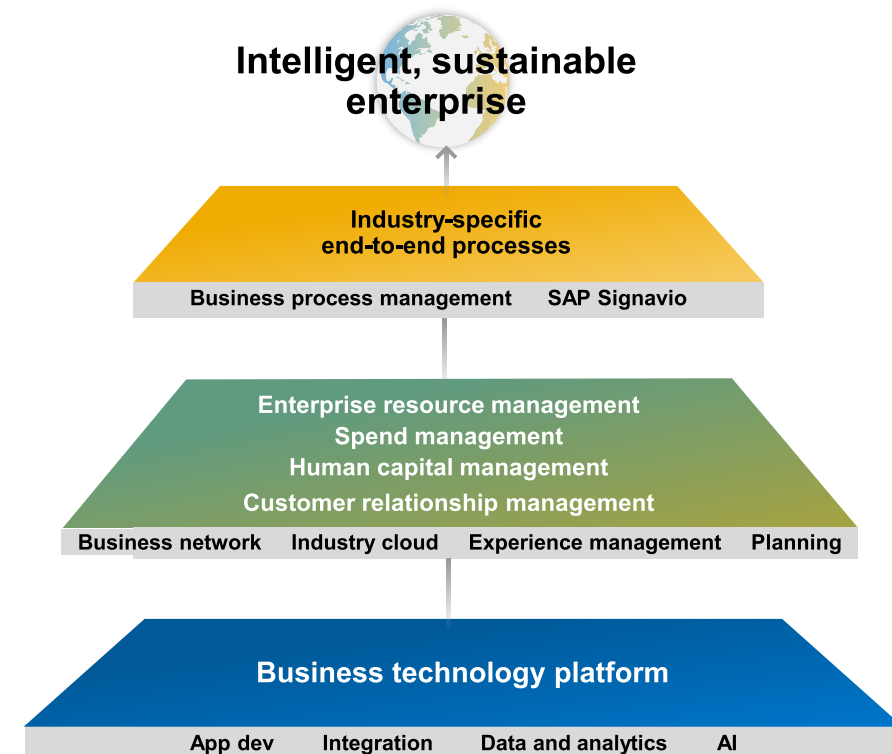


This logo indicates jump-offs to the online version



Transform to the Intelligent Enterprise

- Intelligent enterprises apply advanced technologies and best practices within agile, integrated business processes to run at their best
- SAP helps customers become intelligent enterprises and grow more resilient, more profitable, and more sustainable by:
 - Integrating data and processes
 - Building flexible value chains
 - Innovating with industry best practices
 - Understanding and acting on customer, partner, and employee sentiment
 - Managing environmental impact
- Running a modern, intelligent ERP system in the cloud is the best foundation for transforming your business into an intelligent enterprise
- To accelerate and simplify business transformation, we recommend our [RISE with SAP offering](#)



OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	ONLINE SOLUTION	INTELLIGENT ENTERPRISE	INDUSTRY PERSPECTIVE	TAKE ACTION
OVERVIEW	BUSINESS TECHNOLOGY PLATFORM	SAP SOLUTIONS	SAP SIGNAVIO	

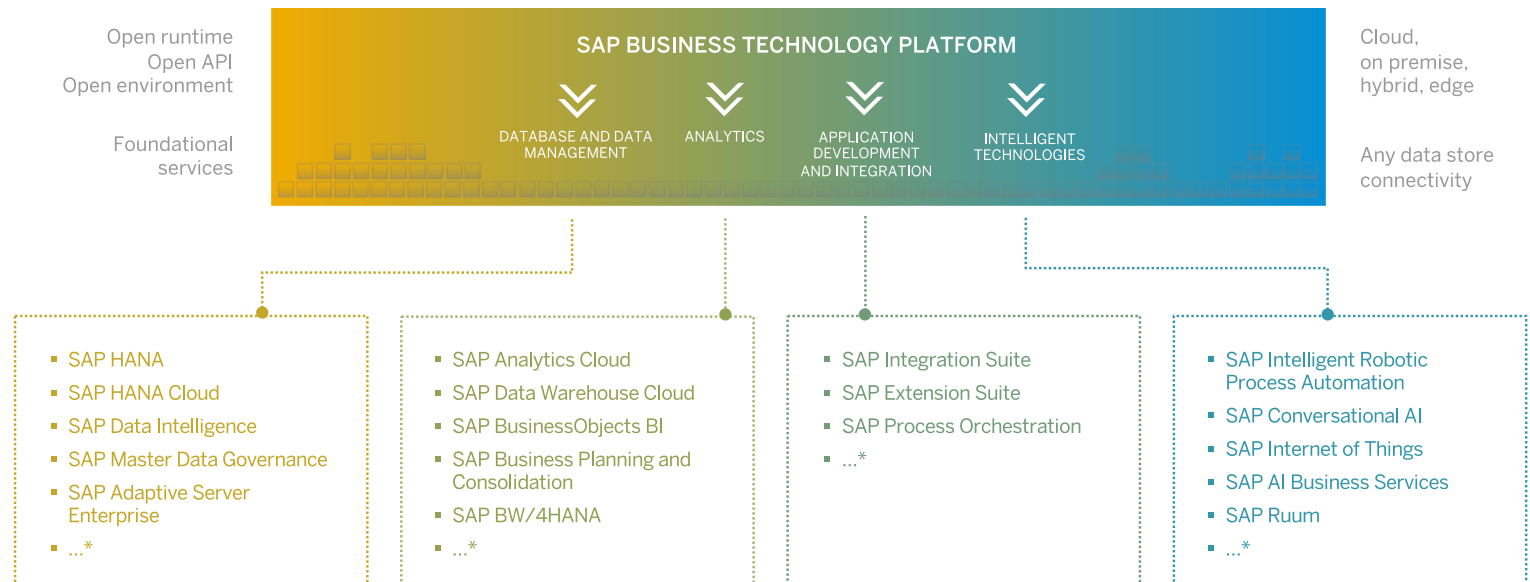
Build, manage and deploy your applications with the SAP Business Technology Platform

SAP Business Technology

Platform (SAP BTP) brings together intelligent enterprise applications with:

- [Database and data management](#)
- [Analytics](#)
- [Application development and integration](#)
- [Intelligent Technologies](#)

SAP BTP offers one platform for both cloud and hybrid environments, including hundreds of pre-built integrations for SAP and third-party applications.



* Representative list; not exhaustive nor inclusive of all offerings

SAP Business Technology Platform »

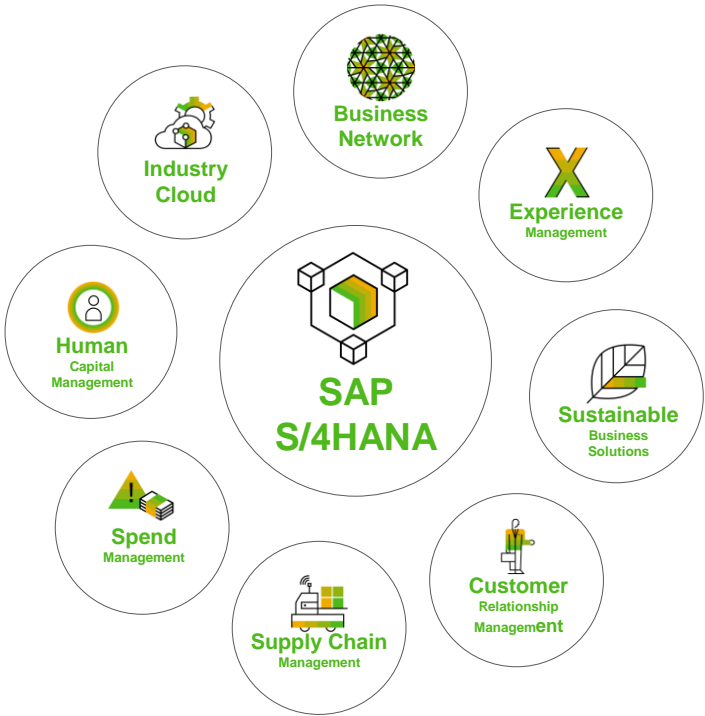
OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	ONLINE SOLUTION	INTELLIGENT ENTERPRISE	INDUSTRY PERSPECTIVE	TAKE ACTION
OVERVIEW	BUSINESS TECHNOLOGY PLATFORM	SAP SOLUTIONS	SAP SIGNAVIO	

Use the cloud solutions to take the benefits of the latest functionalities for the Intelligent Enterprise

The Intelligent, sustainable Enterprise is composed several elements, from which you can find an highlight below:

- **SAP S/4HANA** provides a modular cloud ERP with market-leading capabilities in finance, subscription billing, supply chain, and sustainability.
- **Intelligent Spend & Business Networks** applications power a future for procurement – a function that has become mission critical in a world of increasing supply chain disruptions.
- **Supply Chain Management** improve reliability and performance by gaining full transparency across your networks. Embedded AI and real-time insights can enable you to take immediate action to align with changing conditions.
- **Sustainable Business solutions** can help you understand and manage your impact on people and the environment.
- **Customer Experience (CX)** applications deliver a personalized 360 view across customers and business partners, connecting the front- and back-office with innovative commerce solutions.



SAP Solutions »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	ONLINE SOLUTION	INTELLIGENT ENTERPRISE	INDUSTRY PERSPECTIVE	TAKE ACTION
OVERVIEW	BUSINESS TECHNOLOGY PLATFORM	SAP SOLUTIONS	SAP SIGNAVIO	

Analyze, innovate and automate your processes to fully convert to the Intelligent Enterprise

SAP Signavio is a strategic component of the intelligent enterprise: it promotes and integrates process thinking across all functions of your business.

SAP Signavio together with SAP Business Technology Platform enables you to transform insights from the Process Discovery into tangible actions and measure the progress.

To achieve this, **SAP Signavio Process Transformation Suite** provides with capabilities to:



Understand how your current processes work »



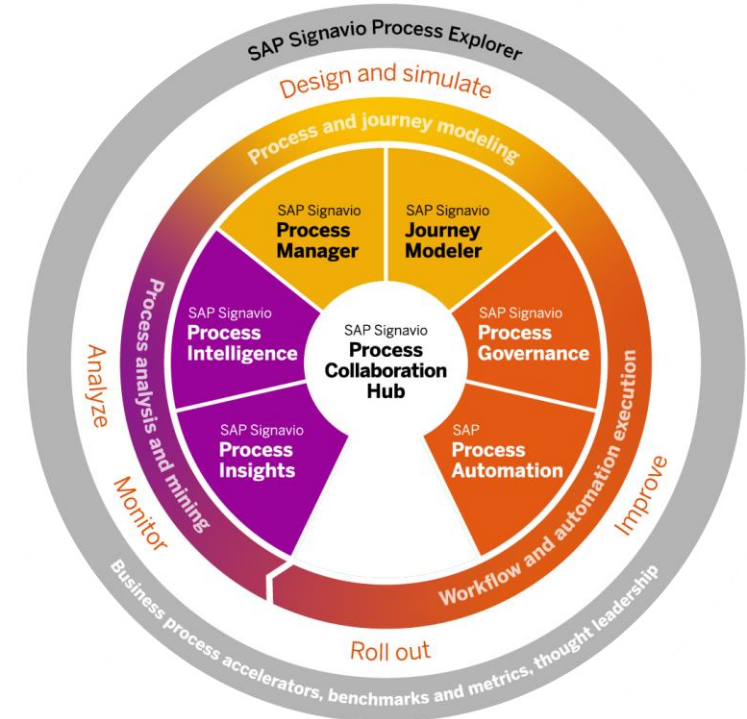
Model and simulate your processes, focusing on the experience »



Govern and automate »



Collaboratively transform »



SAP Signavio »

Challenges and Trends in Consumer Products Industry:



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

How to Take Action with SAP Signavio

1 Start with your **Process Discovery**

Free of charge

- This is your Process Discovery -including this PDF document-
- It will help executives focus their attention on the most important process performance issues

[Browse through this analysis »](#)

2 SAP Signavio **Process Insights** for immediate value

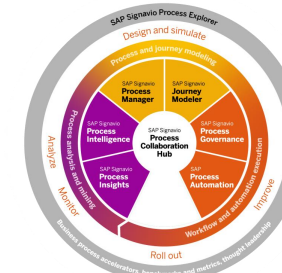
Subscription

- Continuous monitoring and improvement of your processes
- Prepare your processes for the SAP S/4HANA transformation
- Quick insights leading to quick results

[Learn more about SAP Signavio Process Insights »](#)

3 SAP Signavio **Process Transformation Suite**

Subscription



- Process design, documentation and governance
- Process mining, journey modelling
- Collaborative business transformation

[Learn more about SAP Signavio Suite »](#)

Lines of Business

SAP S/4HANA helps you achieve your business goals.

For selected lines-of-business and business goals, this analysis 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.

NEW: We now provide SAP capability recommendations for Human Resources!
Click [here](#) to review these recommendations!

Finance



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



17 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



9 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

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

[Go to findings »](#)










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: $[\text{Accounts Receivables} / \text{Total Credit Sales}] \times \text{Number of Days}$

[Go to findings »](#)








Finance: Your Current Process Performance in SAP ERP System “PRD”



	Accounts Receivables	Accounts Payables	General Ledger Accounting	Product Cost Controlling
Value Drivers:				
<div></div> <div>Reduce G/L Efforts And Financial Closing Time</div>	<div>18.201</div> <div><u>Overdue & open finance AR items »</u></div>	<div>80.102</div> <div><u>Overdue & open finance AP items »</u></div>	<div>8.235.129</div> <div><u>Open items on finance general ledger accounts »</u></div>	<div>331</div> <div><u>Failed component consumptions during prod. order confirmation »</u></div>
<div></div> <div>Reduce Finance Costs</div>	<div>24%</div> <div><u>Customer payments autom. cleared »</u></div>	<div>96%</div> <div><u>Vendor payments autom. cleared »</u></div>	<div>28.739</div> <div><u>Open items on goods receipt/invoice receipt clearing accounts »</u></div>	<div>No data</div> <div>Errors during production order settlement</div>
How SAP helps:				
<div>Build an intelligent enterprise with recommended SAP S/4HANA capabilities.</div> <div>All innovation recommendations »</div>	Cash Management » 			
	Payments and Bank Communications » 			
	Financial Shared Services Management » 			
	Financial Accounting » 			Product Costing » 
	Entity Close » 			

Finance: Your Current Process Performance in SAP ERP System "PRD"



	Sales Order Creation	Outbound Delivery Creation	Posting Goods Issue	Invoice Creation	Incoming Payment
Value Driver:					
 Reduce Days Sales Outstanding	<div>44.543</div> <div>Sales order items overdue for invoicing »</div>		<div>61.111</div> <div>Delivery items shipped and not billed »</div>	<div>23 days</div> <div>Lead time: Invoice creation to clearing »</div>	<div>24%</div> <div>Customer payments automatically cleared »</div>
				<div>18.201</div> <div>Overdue & open finance AR items »</div>	<div>1.905</div> <div>Bank statements not completed posted »</div>
How SAP helps:					
Build an intelligent enterprise with recommended SAP S/4HANA capabilities.	Sales Billing »			 ★★★	Payments and Bank Communications »  ★★ ★
				Accounts Receivables »	 ★★★
	Sales Order Management and Processing »				 ★ ★ ★
All innovation recommendations »		Delivery Management »  ★★★		Collections Management »  ★ ★ ★	

INTRODUCTIONFINDINGSRECOMMENDATIONS

REDUCE FINANCE COSTS & CLOSING TIME

REDUCE DAYS SALES OUTSTANDING

DETAILS 1/12

Overdue & open finance AR items

Findings and Benchmark

What we measured

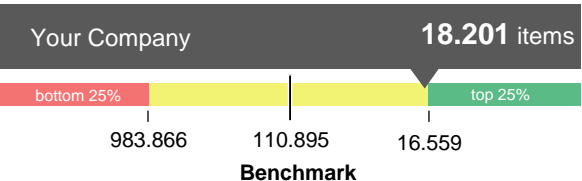
18.201 items

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
959	210	588	304	16.140
5%	1%	3%	2%	89%

Top 5 Company Codes:

Company Code		Items	Percent
HQR	Headquarter	8.889	49%
SA02	Sales Area France	3.205	18%
SA01	Sales Area Germany	1.395	8%
SA06	Sales Area USA	975	5%
SA09	Sales Area Japan	629	3%

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
,Reduce Finance Cost' »

Back to overview
,Reduce DSO' »

Customer payments automatically cleared

Findings and Benchmark

What we measured

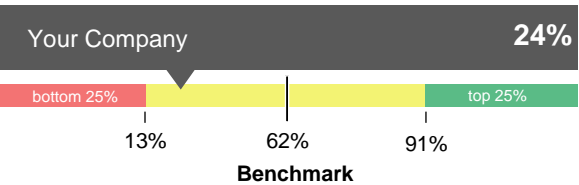
24%

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](#) »

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Automation Rate
SA01	Sales Area Germany	3.861	18%
HQR	Headquarter	936	57%
SA14	Sales Area China	492	83%
SA15	Sales Area Sweden	392	76%
SA13	Sales Area Indonesia	333	0%

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

Back to overview
,Reduce Finance Cost' »

Back to overview
,Reduce DSO' »

INTRODUCTIONFINDINGSRECOMMENDATIONS

REDUCE FINANCE COSTS & CLOSING TIME

REDUCE DAYS SALES OUTSTANDING

DETAILS 3/12

Electr. bank statements not completely posted

Findings and Benchmark

What we measured

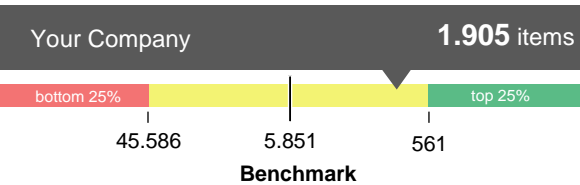
1.905 items

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

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

Top 5 Company Codes:

Company Code		Items	Percent
SA10	Sales Area Brazil	899	47%
SA07	Sales Area Netherland..	581	30%
HQR	Headquarter	236	12%
SA06	Sales Area USA	55	3%
SA11	Sales Area Argentina	18	1%

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' »

Overdue & open finance AP items

Findings and Benchmark

What we measured

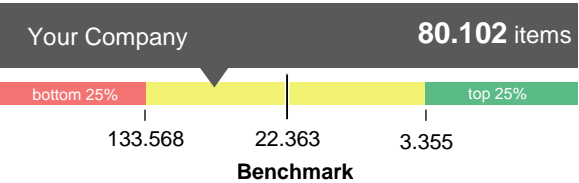
80.102 items

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
13.580	2.920	7.916	8.034	47.652
17%	4%	10%	10%	59%

Top 5 Company Codes:

Company Code		Items	Percent
HQR	Headquarter	53.905	67%
SA02	Sales Area France	9.148	11%
SA06	Sales Area USA	3.641	5%
SA07	Sales Area Netherland..	1.748	2%
SA08	Sales Area UK	1.325	2%

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

[Back to Overview »](#)

Vendor payments automatically cleared

Findings and Benchmark

What we measured

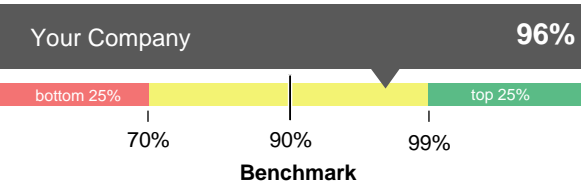
96%

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 »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Automation Rate
HQR	Headquarter	1.151	95%
SA13	Sales Area Indonesia	501	96%
SA01	Sales Area Germany	349	79%
SA04	Sales Area Italy	236	81%
SA14	Sales Area China	169	91%

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

[Back to Overview »](#)

Purchase order items created after invoice

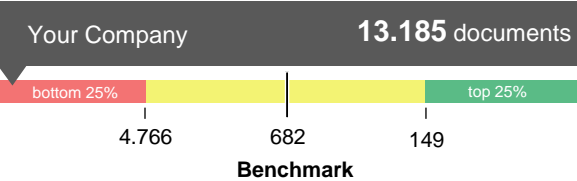
Findings and Benchmark

What we measured

13.185 documents
Purchase order items 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.
[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Company Codes:

Company Code		Documents	Percent
SA01	Sales Area Germany	2.850	22%
HQR	Headquarter	2.810	21%
SA04	Sales Area Italy	1.257	10%
SA02	Sales Area France	1.107	8%
SA23	Sales Area Australia	929	7%

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)

[Back to Overview »](#)

Open items on finance general ledger accounts

Findings and Benchmark

What we measured

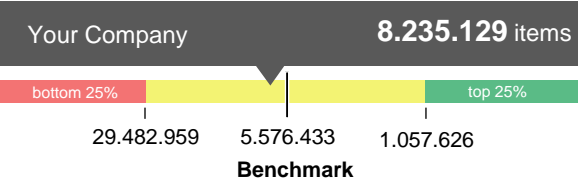
8.235.129 items

Open items on finance general ledger accounts

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

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Company Codes:

Company Code		Items	Percent
SA02	Sales Area France	6.954.478	84%
HQR	Headquarter	483.250	6%
SA09	Sales Area Japan	201.355	2%
SA10	Sales Area Brazil	160.081	2%
SA01	Sales Area Germany	125.374	2%

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

[Back to Overview »](#)

Open items on goods receipt/invoice receipt clearing accounts

Findings and Benchmark

What we measured

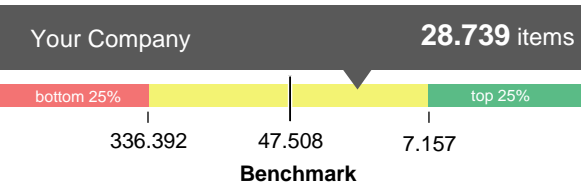
28.739 items

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
7.471	2	6	770	20.490
26%	0%	0%	3%	71%

Top 5 Company Codes:

Company Code	Items	Percent
SA02 Sales Area France	9.086	32%
SA06 Sales Area USA	7.369	26%
SA01 Sales Area Germany	4.318	15%
SA11 Sales Area Argentina	2.799	10%
SA12 Sales Area South Afric..	941	3%

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

[Back to Overview »](#)

Failed component consumptions during prod. order confirmation

Findings and Benchmark

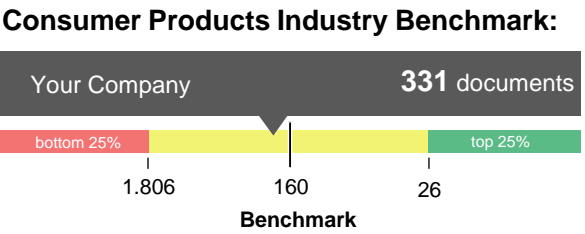
What we measured

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:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
114	15	31	12	159
34%	5%	9%	4%	48%

Top 5 Plants:

Plant	Documents	Percent
F01 Factory China I	115	35%
F02 Factory Germany II	103	31%
F03 Factory Italy II	44	13%
F04 Factory Portugal	32	10%
F05 Factory India	15	5%

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)

[Back to Overview »](#)

INTRODUCTIONFINDINGSRECOMMENDATIONS

REDUCE FINANCE COSTS & CLOSING TIME

REDUCE DAYS SALES OUTSTANDING

DETAILS 10/12

Sales order items overdue for invoicing

Findings and Benchmark

What we measured

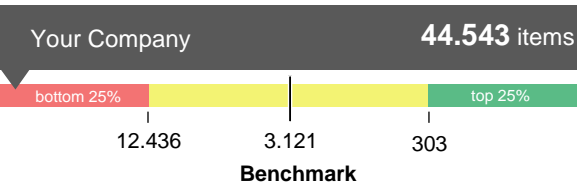
44.543 items

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:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
3.563	2.900	5.646	17.101	15.333
8%	7%	13%	38%	34%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SROC	MU Oceania	22.105	50%
SRAS	MU Africa South	9.581	22%
SRCN	MU China South	8.672	19%
SRLA	MU Latin America	861	2%
SRES	MU Europe South	546	1%

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 »](#)

INTRODUCTIONFINDINGSRECOMMENDATIONS

REDUCE FINANCE COSTS & CLOSING TIME

REDUCE DAYS SALES OUTSTANDING

DETAILS 11/12

Delivery items shipped and not billed

Findings and Benchmark

What we measured

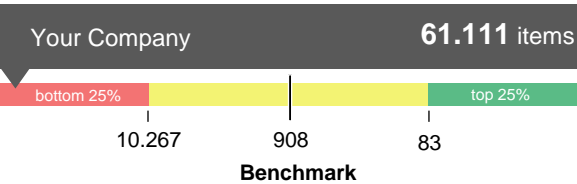
61.111 items

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
23.121	2	116	170	37.702
38%	0%	0%	0%	62%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRU2	MU US South-West	38.488	63%
SROC	MU Oceania	17.016	28%
SRNA	MU North Africa	1.950	3%
SRU1	MU US South-East	531	1%
SRCN	MU China South	312	1%

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

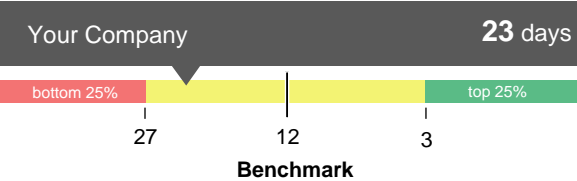
23 days

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:



Details

What we measured

Top 5 Company Codes:

Company Code		Total Items	Days
SA01	Sales Area Germany	3.750	14
HQR	Headquarter	592	43
SA14	Sales Area China	450	5
SA15	Sales Area Sweden	371	25
SA02	Sales Area France	315	0



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](#) »

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage (1/2)

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









SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Financial Accounting	★★★	76	★★★		
Delivery Management	★★★	27	★★★		
Sales Billing	★★★	10	★★★		
Accounts Payable	★★★	10	★★★		
Accounts Receivable	★★★	8	★★★		
Profitability Analysis	★★★	9	★★★		
Financial Reporting	★★★	4	★★★		
Overhead Cost Management	★★★	4	★★★		
Cash and Liquidity Management	★★★	4	★★★		
Entity Close	★★★	1	★★★		
Sales Order Management and Processing	★★★	20	★★★		
Product Costing	★★★	3	★★★		

GO TO PAGE 2 »

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution](#) »

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage (2/2)

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

























SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Maintenance and Repair	★ ★ ★	1	★ ★ ★		
Access Governance and Identity Management	★ ★ ★	Usage of related application area	★ ★ ★		
Enterprise Risk Management	★ ★ ★	Usage of related application area	★ ★ ★		
International Trade Management	★ ★ ★	Usage of related application area	★ ★ ★		
Document and Reporting Compliance	★ ★ ★	Usage of related application area	New		

« BACK TO PAGE 1

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution](#) »

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Commodity Procurement	★ ★ ★		
Collections Management	★ ★ ★		
Cash Management	★ ★ ★		
Financial Shared Services Management	★ ★ ★		
Payments and Bank Communications	★ ★ ★		
Commodity Risk Management	★ ★ ★		
Commodity Sales	★ ★ ★		
Contract Accounting	★ ★ ★		
Contract and Lease Management	★ ★ ★		
Convergent Invoicing	★ ★ ★		
Credit and Collection Management	★ ★ ★		
Debt and Investment Management	★ ★ ★		
Electronic Bill Presentment and Payment	★ ★ ★		
Financial Risk Management	★ ★ ★		

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 1/31	EXAMPLE	CUSTOMER REFERENCE			

Financial Accounting

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce days to close annual books**
by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth
- **Reduce finance cost**
by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth
- **Reduce G/L and financial closing cost**
by enabling automated, highly efficient closing tasks such as intercompany reconciliation supported by single source of truth

What's new in SAP S/4HANA

- **Universal journal**
SAP S/4HANA provides a single, universal journal that simplifies all accounting processes.
- **Simplified and streamlined processes**
Massive efficiencies are enabled by removing redundant steps and streamlining integration.
- **Built-in innovations**
Unassigned alerts, highlighting areas to focus on

Further Information

Details

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

Financial accounting, intelligent GR/IR acc.
reconciliation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 2/31	EXAMPLE	CUSTOMER REFERENCE		

Delivery Management

SAP S/4HANA Capability Description

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



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve on-time delivery performance**
by integrating pick, pack and ship processes
- **Reduce total logistics cost**
by improving the efficiency of logistics execution function using well-integrated picking, packing, and shipping processes
- **Reduce order fulfillment lead time**
by using real-time information on timely completion of picking, packing, and shipping activities

What's new in SAP S/4HANA

- **Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 3/31	EXAMPLE	CUSTOMER REFERENCE			

Sales Billing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce finance cost**
by automating routine tasks and providing intuitive, role-based applications
- **Improve customer satisfaction**
by reducing billing errors
- **Reduce accounts receivable management cost**
by automating 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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 4/31	EXAMPLE	CUSTOMER REFERENCE			

Accounts Payable

SAP S/4HANA Capability Description

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



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve days payable outstanding**
by enabling effective liquidity planning by updating cash management records with invoice data
- **Improve days payable outstanding**
by enabling effective liquidity planning by updating cash management records with invoice data
- **Improve accounts payable FTE productivity**
by streamlining accounts payable processes through integration with purchasing software

What's new in SAP S/4HANA

- **Built-in operational reporting**
A built-in operational reporting 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

Video

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Accounts payable
overview »

Accounts Payable »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 5/31	EXAMPLE	CUSTOMER REFERENCE					

Accounts Receivable

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access [Process Discovery solution »](#)

Value Drivers

- **Reduce finance cost**
by providing automation tools to eliminate manual, error-prone processes, including compliance management
- **Reduce days sales outstanding**
by providing insight into outstanding and overdue customer positions, identifying accounts to prioritize for contact
- **Reduce uncollectible accounts receivable write offs**
by enabling data integration with SAP or third-party applications for dispute, collections, and credit management

What’s new in SAP S/4HANA

- **Built-in operational reporting**
There is a built-in operational reporting 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.

Further Information

Details

Capability details »

Video

Related SAP Fiori apps »

Additional SAP products

A/R invoice matching »

Receivables Line-Item Matching for SAP Cash Application »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 6/31	EXAMPLE	CUSTOMER REFERENCE				

Profitability Analysis

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce finance cost**
by enabling what-if analysis to determine budget scenarios throughout the year
- **Reduce business and operations analysis/reporting cost**
by providing flexibility for ad hoc reporting and analysis, with drill-down capabilities and the ability to quickly change predefined reports
- **Increase financial forecast accuracy**
by providing 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. Predictive analytics model training is now available.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 7/31	EXAMPLE	CUSTOMER REFERENCE		

Financial Reporting

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce days to close annual books**
by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level
- **Reduce finance cost**
by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level
- **Reduce G/L and financial closing cost**
by using predefined reports and configurable tools to analyze financial data in real time with granular drill down at the lowest level

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. Actual costing has also been improved.
- **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 presentation leverages visual formats**
Alert workflows to close, enabling the user to open the workflows and close them

Further Information

Details

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

SAP Disclosure Management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 8/31	EXAMPLE	CUSTOMER REFERENCE			

Overhead Cost Management

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce finance cost**
by providing a holistic view of the drivers of cost and the causes of underperformance
- **Reduce cost accounting and analysis cost**
by providing a holistic view of the drivers of cost and the causes of underperformance
- **Reduce business and operations analysis/reporting cost**
by using flexible tagging to report new dimensions and characteristics on the fly

What's new in SAP S/4HANA

- **Universal allocations enhanced**
Cost centers, profit centers (both actuals & plan). Margin analysis and new allocation types: e.g. overhead allocation and distribution.
- **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.
- **Optimization of plan data and harmonization of allocations**
Optimization of plan data is available through the use of embedded preconfigured planning scenarios for cost center planning and profit center planning. 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.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Cost forecasting for project financials »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 9/31	EXAMPLE	CUSTOMER REFERENCE			

Cash and Liquidity Management

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce finance cost**
by effective exception handling enabled by a high degree of process automation and monitoring capabilities
- **Increase cash forecast accuracy**
by capturing an up-to-date forecast from across the enterprise and using analytics to make appropriate adjustments
- **Reduce banking fees**
by enabling 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.

Further Information

Details

Video

Capability
details »

Related
SAP Fiori apps »

Treasury
management »

[Back to innovation overview »](#)

Entity Close

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce days to close annual books**
by enabling automated, highly efficient closing tasks supported by single source of truth
- **Reduce finance cost**
by enabling automated, highly efficient closing tasks supported by single source of truth
- **Reduce audit cost**
by providing single source of truth for general ledger and subledgers and real-time integration to logistics with full audit trail

What's new in SAP S/4HANA

- **Enhanced and improved group reporting**
Capability to navigate from the dashboard to the issue level
- **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**

Further Information

Details

Video

Capability
details »

Related
SAP Fiori apps »

Group reporting »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 11/31	EXAMPLE	CUSTOMER REFERENCE				

Sales Order Management and Processing

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce sales cost**
by providing a streamlined and predefined order management process
- **Reduce customer churn**
by improving transparency into the status of orders and accelerating order execution
- **Increase sales force efficiency**
by providing a streamlined and predefined order management process

What's new in SAP S/4HANA

- **Trade compliance issues in the sales order fulfillment cockpit app**
The sales order fulfillment cockpit app has been enhanced. Beyond already available topics like completeness checks and various blocks (e.g. credit / delivery), trade compliance issues are now included in the app.
- **Low touch order management and Intelligent proposals**
The access to increased automation has been enhanced with low touch order management. The intelligent product proposal provides product and quantity proposals to enable faster order entry.
- **Prediction of delivery delay**
A predictive functionality has been made available to get visibility on delivery delays and improve communication. Safety data sheets in sales and dangerous goods in sales are now available.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 12/31	EXAMPLE	CUSTOMER REFERENCE			

Product Costing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce finance cost**
by enabling effective calculation of cost of goods manufactured and sold at each step of the production process
- **Reduce cost accounting and analysis cost**
by enabling effective calculation of cost of goods manufactured and sold at 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

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 13/31	EXAMPLE	CUSTOMER REFERENCE			

Maintenance and Repair

SAP S/4HANA Capability Description

Streamline and automate processes to reduce operational and energy costs and improve facility management. Plan and monitor budgets, collaborate electronically with suppliers, and automate invoice processing.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce service and support cost**
by automating maintenance, repair, and service order handling between tenant, planner, and technician
- **Improve customer satisfaction**
by providing faster replies and better status updates to tenants' requests

What's new in SAP S/4HANA

- **Leaner management of parts**
Enable parts interchangeability across industries independent of business functions
- **Simpler maintenance and service processing**
Enable maintenance and service processing with ratable control across industries independent of business function

Further Information

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 14/31	EXAMPLE	CUSTOMER REFERENCE			

Access Governance and Identity Management

SAP S/4HANA Capability Description

Manage identities, authorized information access, data use, and sharing conditions to mitigate access risk violations and monitor financial impact.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce finance cost**
by applying and enforcing consistent policies for access governance
- **Reduce compliance and risk management cost**
by empowering the business with automated user access management and efficient, cost-effective access audits
- **Reduce losses from unforeseen risk (fraud, access risk)**
by applying and enforcing consistent policies for access governance

What's new in SAP S/4HANA

- **New / enhanced SAP Fiori-Apps**
The SAP Fiori based user experience has been enhanced across all process steps.
- **Greater efficiency and automation**
Through continuous access analysis access violations can be detected immediately

Further Information

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 15/31	EXAMPLE	CUSTOMER REFERENCE		

Enterprise Risk Management

SAP S/4HANA Capability Description

Manage risks and seize opportunities that will help achieve organizations objectives



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce finance cost**
by integrating various SAP software and using shared risk, control organization, and activity frameworks
- **Reduce compliance and risk management cost**
by integrating various SAP software and using shared risk, control organization, and activity frameworks
- **Reduce losses from unforeseen risk (fraud, access risk)**
by gaining insight into critical risks with risk assessments and continuous monitoring

What's new in SAP S/4HANA

- **Operational dashboard for users**
Graphical dashboards provide an easy-to-consume overview of open issues, giving fast insight.
- **New / enhanced SAP Fiori-Apps**
The SAP Fiori based user experience has been enhanced across all process steps.
- **More-efficient processes resulting from clearly structured information on necessary actions**
The Investigation overview page with four cards linked to the overall filter bar enable the investigator to focus on areas of interest such as overdue tasks for incomplete alerts and unassigned alerts

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

International Trade Management

SAP S/4HANA Capability Description

Manage your foreign trade business with capabilities available in SAP S/4HANA for international trade. Help ensure legal compliance and clear customs quickly. Increase profitability with automation.



Usage intensity



Industry popularity

For more details, access [Process Discovery solution »](#)

Further Information

Details

Capability details »

Related SAP Fiori apps »

Value Drivers

- **Reduce finance cost**
by eliminating time-consuming, manual compliance tasks and boosting productivity with automation
- **Reduce finance cost**
by eliminating time-consuming, manual compliance tasks and boosting productivity with automation
- **Improve on-time delivery performance**
by improving global supply chain performance and streamlining Intrastat processes

What’s new in SAP S/4HANA

- **Manage external content**
With SAP S/4HANA you can manage and activate external content for commodity material / data codes used in classification.
- **Schedule content requests**
Now it is possible to schedule content requests with external data providers for commodity code information.
- **Manage customs data, embargo and legal control, preference management**
This includes the customization of tariff number updates, the integration of purchase orders in watch list screening, embargo, and legal control processes. Also legal control rules to determine blacklisting, whitelisting, or license determination. Preference Management with SAP Global Trade Services is now available.

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 17/31	EXAMPLE	CUSTOMER REFERENCE			

Document and Reporting Compliance

SAP S/4HANA Capability Description

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



Usage intensity

New

Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce days to close annual books**
by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs
- **Reduce days to close annual books**
by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs
- **Reduce finance cost**
by providing predelivered global reporting content that supports continuous legal changes to meet statutory reporting needs

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.
- **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

Video

Capability
details »

Related
SAP Fiori apps »

Intercompany
eliminations »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 18/31	EXAMPLE	CUSTOMER REFERENCE			

Commodity Procurement

SAP S/4HANA Capability Description

Manage procurement processes for buying commodities and commodity-dependent goods. Automate commodity-based contractual pricing and enable provisional, differential, and final procurement invoicing.



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by enabling procurement of commodities and helping create commodity contracts based on market quote
- **Improve supplier/external partner compliance**
by automating price calculations and streamlining the invoicing process
- **Improve accounts payable FTE productivity**
by extending ERP functionalities that automate commodity-based contractual pricing

What's new in SAP S/4HANA

- **Enhanced Commodity Pricing Engine**
The commodity pricing engine (CPE) formula assembly is simplified by using Business Rules Framework plus (BRF+) instead of condition technique.
- **Simplification of usage**
Commodity pricing engine formulas, terms, and rules have been simplified.
- **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

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 19/31	EXAMPLE	CUSTOMER REFERENCE		

Collections Management

SAP S/4HANA Capability 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**
by taking a strategy-based approach to prioritizing customers for collections activities
- **Reduce finance cost**
by improving productivity of collection agents: prioritizing work to providing access to relevant customer service tools
- **Reduce uncollectible accounts receivable write offs**
by using early-warning indicators like credit score downgrades in strategies to identify troubled customers early

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, accounts receivables, and executives to reduce the days sales outstanding performance indicator (DSO). Optimized for global business services deployment.
- **Collaboration with external expertise and machine learning**
Automated collaboration with external expertise. Next-generation intelligent invoice matching powered by machine learning.
- **New collections management and dispute resolution and more**
Complete process renovation for collections management and dispute resolution, Fiori apps for accounts receivable managers and accountants deliver real-time operational reporting available on any device.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP digital payments add-on »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 20/31	EXAMPLE	CUSTOMER REFERENCE			

Cash Management

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Reduce finance cost**
by effective exception handling enabled by a high degree of process automation and monitoring capabilities
- **Reduce treasury and cash management cost**
By effective exception handling enabled by a high degree of process automation and monitoring capabilities

What's new in SAP S/4HANA

- **Advanced payment management**
This supports the monitoring and approval of payments for both, SAP systems and non-SAP systems. The overall process is seamlessly integrated with cash management. The conversion of various payment formats is supported (for example, converting CSV or TXT files to XML) as well. This is a scope item (Advanced payment management, code 4MT).
- **Integration with a simplified data model and SAP HANA database**
The integration has been made possible with a simplified data model of SAP S/4HANA. The capabilities of the SAP HANA business data platform and database deliver new business insights, such as monitoring liquidity.

Further Information

Details

Video

Capability
details »

Indirect cash flow
reporting »

[Back to innovation overview »](#)

Financial Shared Services Management

SAP S/4HANA Capability 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.

★ ★ ★
Industry popularity

Value Drivers

- **Reduce finance cost**
by facilitating 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, human resources (HR), and travel and expenses.

Further Information

Details

Additional SAP products

Capability details »

Related SAP Fiori apps »

SAP Localization Hub, tax service »

Back to innovation overview »

Payments and Bank Communications

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce finance cost**
by providing integrated bank account management capabilities that are linked to payment approvals and rule-based workflows
- **Reduce uncollectible accounts receivable write offs**
by providing cash-flow information in real time, integrating with banks, and monitoring end-to-end status
- **Reduce treasury and cash management cost**
by providing integrated bank account management capabilities that are linked to payment approvals and rule-based workflows

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

Capability details »

Video

Related SAP Fiori apps »

Additional SAP products

Treasury management »

Payment Advice Extraction for SAP Cash Application »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 23/31	EXAMPLE	CUSTOMER REFERENCE			

Commodity Risk Management

SAP S/4HANA Capability Description

Identify, qualify, and manage commodity price risks using commodity derivatives with SAP S/4HANA. Create and update commodity risk positions in real time in procurement, sales and commodity risk management.



Industry popularity

Value Drivers

- **Reduce finance cost**
by efficiently managing commodity price risks using commodity derivatives
- **Reduce financial exposure risk**
by gaining an integrated, real-time view of commodity risk positions from commodity procurement, commodity sales, and financial commodity derivatives
- **Reduce audit cost**
by capturing and auditing data, activities, values and accounting postings related to financial commodity derivatives

What's new in SAP S/4HANA

- **New approach for risk data**
There is a new approach available providing versioned risk data from financial commodity derivatives to position, mark-to-market and trading profit-and-loss reporting. Furthermore there is a simplified approach for integration and reporting of commodity risk data.
- **Core-data-services (CDS) view available**
There is a Core-data-services (CDS) view available based on commodity risk reporting, covering all major commodity market segments.
- **Commodity derivative order and trade execution (CDOTE) functionality**
The commodity derivative order and trade execution (CDOTE) functionality helps to capture and manage orders to buy or sell commodity futures.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 24/31	EXAMPLE	CUSTOMER REFERENCE			

Commodity Sales

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce sales cost**
by expanding the ability to fix forecasted prices with financial derivative instruments
- **Reduce financial exposure risk**
by increasing visibility into unhedged commodity positions from forecasted sales volumes using accurate risk reporting
- **Increase sales force efficiency**
by simplifying the selling process, from contract creation through final invoicing and audits

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

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 25/31	EXAMPLE	CUSTOMER REFERENCE		

Contract Accounting

SAP S/4HANA Capability Description

Manage automated accounts payables and accounts receivables processes for high volumes of documents.



Industry popularity

Value Drivers

- **Reduce finance cost**
by automatically transferring receivables, payables, revenue, and expenses to the general ledger on a cumulative basis and ensuring compliance
- **Reduce errors in bills sent out**
by managing data better to ensure fewer billing errors, impacting customer satisfaction
- **Reduce accounts receivable management cost**
by automatically transferring receivables, payables, revenue, and expenses to the general ledger on a cumulative basis and ensuring compliance

What's new in SAP S/4HANA

- **Additional analytic capacities**
Analytical apps for accounts payable/ receivable manager (FI-CA) have been enhanced.
- **New / enhanced SAP Fiori-Apps**
The SAP Fiori based user experience has been enhanced across all process steps.
- **APIs in contract accounting**
Using the following APIs provided through the SAP API Business Hub, you can, for example, present information about customer accounts in your internet portal, or read payment items (with headers) for a business partner. Also you can read invoice items for a business partner, as well as the corresponding invoice headers.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 26/31	EXAMPLE	CUSTOMER REFERENCE		

Contract and Lease Management

SAP S/4HANA Capability Description

Manage contract and lease agreements efficiently according to the new lease accounting standards, with real-time leasing insights and natively integrated financial postings into SAP Finance.

★ ★ ★
Industry popularity

Value Drivers

- **Reduce finance cost**
by monitoring all critical dates of the contract in preparation for renewal and termination options
- **Reduce finance cost**
by monitoring all critical dates of the contract in preparation for renewal and termination options
- **Reduce lease compliance errors**
by automatic valuation calculations, tracking of lease modifications, and consistency between lease agreements and financial postings

What's new in SAP S/4HANA

- **Improved lease functionality**
Manage lease and contract types such as real estate, equipment or service contracts including tracking of lease terms and conditions.
- **Multiple GAAP posting**
Support multiple GAAP (US Generally Accepted Accounting Principles) posting and reporting - including IFRS (International financial Reporting Standards) 16, ASC (Application Security Control) 842 and local requirements simultaneously.
- **Integration with machine learning applications**
Integrate with partner machine learning applications to accelerate the lease abstraction process.

Further Information

Details	Video
Capability details »	Contract & lease management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 27/31	EXAMPLE	CUSTOMER REFERENCE			

Convergent Invoicing

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce service and support cost**
by reducing billing-related inquiries with clear, consolidated billing
- **Reduce days sales outstanding**
by making bills easier to understand to ensure prompt payment without disputes
- **Reduce finance cost**
by consolidating invoices and billing items from multiple lines of billing

What's new in SAP S/4HANA

- **Management of billable and consumption items plus event based 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

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Convergent Charging »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 28/31	EXAMPLE	CUSTOMER REFERENCE		

Credit and Collection Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce days sales outstanding**
by automating, continuously analyzing, and optimizing credit scoring and collections strategies
- **Reduce uncollectible accounts receivable write offs**
by extending credit and delivering services based on proper credit scoring
- **Reduce customer churn**
by properly evaluating a customer's ability to pay in advance

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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

Debt and Investment Management

SAP S/4HANA Capability 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 finance cost**
by automating transaction posting and position reporting in the general ledger
- **Reduce cost of capital**
by optimizing the capital structure, balancing trade-offs, debts, equity, and risk
- **Reduce treasury and cash management cost**
by automating 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

Capability details »

Video

Related SAP Fiori apps »

Additional SAP products

Treasury management »

Market data management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 30/31	EXAMPLE	CUSTOMER REFERENCE		

Electronic Bill Presentment and Payment

SAP S/4HANA Capability Description

Manage seamless exchange of customer invoices and pass-through to payment providers for further processing



Industry popularity

Value Drivers

- **Reduce finance cost**
by automating the creation and processing of invoices and credit and debit memos in real time
- **Reduce errors in bills sent out**
by presenting bills and payment options in a customer portal that will reduce effort and increase accuracy in accounts receivable
- **Reduce customer billing, credit & collections cost**
by automating the creation and processing of invoices and credit and debit memos in real time

What's new in SAP S/4HANA

- **Use of open communication and data standards**
Data standards (HTTPS, XML) can now be used and participation in electronic business is possible even without EDI.
- **Improved integration**
Data integration with accounts receivable and cash management was enabled and process integration with other business processes, e.g. dispute and collections management is possible.

Further Information

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 31/31	EXAMPLE	CUSTOMER REFERENCE		

Financial Risk Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce finance cost**
by automating reporting and using risk scenarios to create real-time hedging strategies
- **Reduce treasury and cash management cost**
by automating reporting and using risk scenarios to create real-time hedging strategies
- **Reduce financial exposure risk**
by providing visibility into enterprise-wide exposures and the ability to create and implement real-time hedging strategies

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. Now a liquidity planning is available.
- **Treasury reporting**
Open alerts (both overdue and not yet due)

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Trading platform integration »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE					

Reimagine Record to Report

|

Reimagine Order to Cash

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
 - **No reconciliation needed** because of one **universal journal entry** that provides a single source of the truth
- **End-to-end visibility** and steering capabilities for local periodic legal reporting
 - **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

Reimagine Record to Report | Reimagine Order to Cash

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
- **Manual**, costly, and time consuming billing processes
- Increased rate of accounting and settlement errors
- **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



Order and Contract Management Check Credit Issue Invoice Resolve Disputes Collect Cash Settle, Reconcile

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
- Seamless integration to external credit agencies to incorporate **external credit rating information**
- 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.

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS	EXAMPLE	CUSTOMER REFERENCE		

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

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

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

OVERVIEW

EXECUTIVE
SUMMARY

FINANCE

SOURCING AND
PROCUREMENT

SALES

SUPPLY
CHAIN

MANUFACTURING

ASSET
MANAGEMENTHUMAN
RESOURCESNEXT
STEPSSample Inc.
System: PRD

INTRODUCTION

FINDINGS

RECOMMENDATIONS

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

[Go to findings »](#)

Sourcing & Procurement: Your Current Process Performance in SAP ERP System “PRD”



	Purchase Requisition Creation	Purchase Order Creation	Posting Goods Receipts
<div>Value Driver:</div> <div><div><div></div><div></div><div></div><div></div><div></div></div><div>Reduce Procurement Function Costs</div></div>	<div>99%</div> <div><u>Purchase requisitions automatically created »</u></div> <div>131</div> <div><u>Manual changes on purchase requisitions »</u></div>	<div>9.854</div> <div><u>Manual changes on purchase orders »</u></div> <div>0 days</div> <div><u>Lead time: Purchase requisition creation to PO »</u></div> <div>42%</div> <div><u>PO's automatically created »</u></div>	<div>31 days</div> <div><u>Lead time: Purchase order creation to goods receipt »</u></div>
<div>How SAP helps:</div> <div>Build an intelligent enterprise with recommended SAP S/4HANA capabilities.</div> <div>All innovation recommendations »</div>	<div>Requirements Processing »  ★ ★ ★</div> <div>Central Requisitioning »  ★ ★ ★</div>	<div>Purchase Order Processing »  ★ ★ ★</div> <div>Central Purchasing »  ★ ★ ★</div> <div>Purchase Contract Management »  ★ ★ ★</div> <div>Central Purchase Contract Processing »  ★ ★ ★</div> <div>Real-Time Reporting and Monitoring »  ★ ★ ★</div>	

Purchase requisitions automatically created

Findings and Benchmark

What we measured

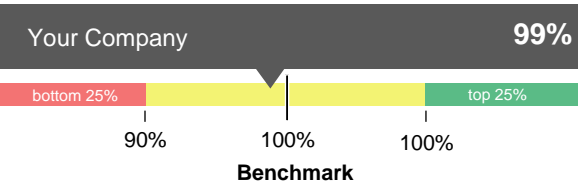
99%

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*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F32	Factory China II	577	100%
F38	Factory Norway	180	95%
F41	Factory Korea	79	0%
F02	Factory Germany II	13	100%
F40	Factory Japan	11	100%

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

[Back to Overview »](#)

Manual changes on purchase requisitions

Findings and Benchmark

What we measured

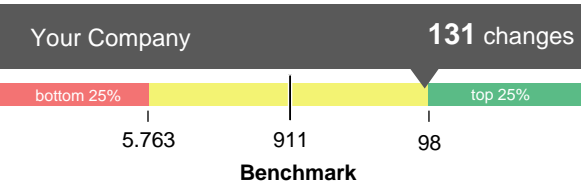
131 changes

Manual changes on purchase requisitions

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

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Changes	Percent
F38	Factory Norway	51	39%
F05	Factory India	38	29%
F39	Factory CIS	12	9%
F22	Factory Brazil II	10	8%
F40	Factory Japan	5	4%

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)

[Back to Overview »](#)

Manual changes on purchase orders

Findings and Benchmark

What we measured

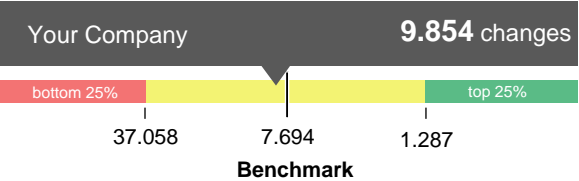
9.854 changes

Manual changes on purchase orders

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

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Changes	Percent
F27	Factory France I	1.359	14%
F28	Factory Germany III	685	7%
F29	Factory Netherlands	612	6%
F30	Factory USA III	598	6%
F31	Factory Romania	514	5%

Implication

Understand the problem

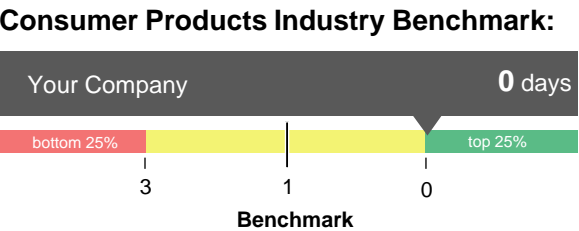
- Possible Root Causes:
- Missing or inaccurate master data
 - Low trust on system-based planning data
 - Missing or wrong configuration
- Possible Business Impact:
- Low reliability of Material Requirements Planning
 - Unnecessary high manual workload
 - Higher procurement operations costs
 - Delays in subsequent supply chain processes (production, sales replenishment)

[Back to Overview »](#)

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 »](#)



Details
What we measured

Top 5 Plants:

Plant		Total Items	Days
F41	Factory Korea	79	0
F38	Factory Norway	17	0
F02	Factory Germany II	14	0
F32	Factory China II	11	0
F39	Factory CIS	9	0

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
 - Higher procurement operations costs
 - Delays in subsequent supply chain processes (production, sales replenishment)

[Back to Overview »](#)

PO's automatically created

Findings and Benchmark

What we measured

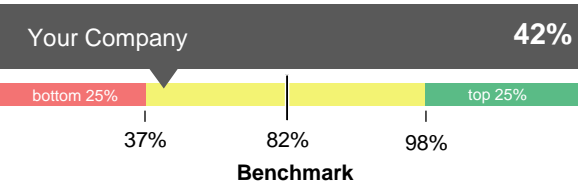
42%

PO's automatically created

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

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F27	Factory France I	1.247	100%
F20	Factory Mexico	1.107	52%
F32	Factory China II	618	93%
F33	Factory Brazil I	473	27%
F34	Factory Canada	446	67%

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

[Back to Overview »](#)

Lead time: Purchase order creation to goods receipt

Findings and Benchmark

What we measured

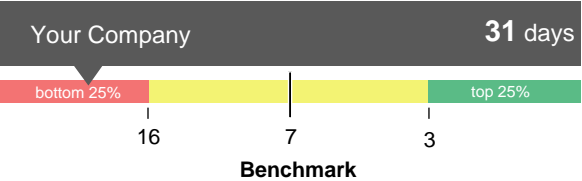
31 days

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F35	Factory Australia	169	6
F30	Factory USA III	82	76
F36	Factory South Africa	51	125
F37	Factory France II	28	2
F27	Factory France I	27	1

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)

Back to Overview »

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage


























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

SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Purchase Contract Management	★★★	13	★★★		
Purchase Order Processing	★★★	13	★★★		
Invoice Processing	★★★	8	★★★		
Real-Time Reporting and Monitoring	★★★	6	★★★		
Spend Visibility	★★★	3	★★★		
Requirements Processing	★★★	2	★★★		

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution »](#)

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Commodity Procurement	★ ★ ★		
Indirect Tax	★ ★ ★		
Source Assignment	★ ★ ★		
Self-Service Requisitioning	★ ★ ★		
Service Purchasing and Recording	★ ★ ★		
Supplier Classification and Segmentation	★ ★ ★		
Central Purchase Contract Processing	New		
Central Purchasing	New		
Central Requisitioning	New		
Central Purchasing Analytics	New		
Central Sourcing	New		
Product Sourcing	New		
Purchasing Rebate Management	New		
Supplier Evaluation	New		

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

Purchase Contract Management

SAP S/4HANA Capability 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.



Usage intensity

For more details, access [Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by creating, renewing, and monitoring procurement contracts with real-time data
- **Improve procurement FTE productivity**
by creating, renewing, and monitoring procurement contracts with real-time data
- **Improve source to contract FTE productivity**
by making it easier to find contracts and apply them across the organization

What’s new in SAP S/4HANA

- **Unplanned services and machine learning**
Unplanned services with reference to purchasing contract. 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. The central sourcing functionality is now newly available.
- **Strengthen compliance**
This functionality includes a visibility into information about contract utilization and validity for compliance. A blockchain-verified RFQ (request for quotation) processing is now available.

Further Information

Details

Capability details »

Video

Related SAP Fiori apps »

Additional SAP products

Purchase contract management »

SAP S/4HANA for enterprise contract management »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 2/20	EXAMPLE	CUSTOMER REFERENCE				

Purchase Order Processing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve procurement FTE productivity**
by creating procurement documents through integration
- **Improve operational procurement FTE productivity**
by creating procurement documents through integration

What's new in SAP S/4HANA

- **Direct material, deadlines, deficit situation**
The procurement of direct materials is automated and integrated directly with material requirements planning (MRP) runs.
Flexible workflow enhancements e.g. deadlines in purchase orders or add tax dates. Quantity delivery deficit situation in manage purchase order Fiori app.
- **Automated purchase order processing**
Automatically create, display, change, and process purchase orders. Image-based buying is available. Increased transparency about the automation rate: high touch – low touch, manual versus automatic.
- **Proactive alerts and intelligent workflow**
Reduce errors with proactive alerts like processing supplier confirmations, acknowledgements, and shipping notifications. Intelligent approval workflow is now available.

Further Information

Details

Video

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Purchase order
processing »

Catalog Item Recommendation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 3/20	EXAMPLE	CUSTOMER REFERENCE					

Invoice Processing

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve supplier/external partner compliance**
by more transparency and control throughout the invoice processing lifecycle, including monitoring invoices blocked for payment assisted by a predictive engine
- **Improve supplier/external partner compliance**
by more transparency and control throughout the invoice processing lifecycle, including monitoring invoices blocked for payment assisted by a predictive engine
- **Improve discount achievement**
by monitoring invoice risk, making quicker payment decisions, forecasting cash needs more accurately, and expanding capture of early-payment discounts

What's new in SAP S/4HANA

- **Machine learning and automated invoice attachments**
Monitoring invoices blocked for payment is now assisted by a predictive engine based on machine learning algorithms.
Upload of supplier invoice attachments can be implemented fully automated without user interaction.
- **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

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

Payment block - cash discount at risk »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 4/20	EXAMPLE	CUSTOMER REFERENCE		

Real-Time Reporting and Monitoring

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve procurement FTE productivity**
by providing the procurement staff with detailed information tailored to their needs
- **Reduce finance cost**
by accessing data including on-time delivery, price, and quantity accuracy
- **Reduce tax accounting and reporting cost**
by accessing data including on-time delivery, price, and quantity accuracy

What's new in SAP S/4HANA

- **Role based key performance indicators**
Gain comprehensive information on procurement processes at a glance with role-based key performance indicators, 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

Capability
details »

Video

Real-time reporting
and monitoring »

Additional SAP products

Unified demand forecast »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 5/20	EXAMPLE	CUSTOMER REFERENCE			

Spend Visibility

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve sourcing savings on direct spend**
by acting on cost savings based on clear direct spend visibility
- **Increase spend under management (strategic)**
by analyzing aggregate spend data by category across your supplier network to identify preferred suppliers
- **Improve sourcing savings on indirect spend (strategic)**
by acting on cost savings based on clear indirect spend visibility

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 key performance indicators and reports tailored to business roles.
- **Identify cost savings**
Identify and act on cost savings based on clear spend visibility.

Further Information

Details

Video

Capability
details »

Related
SAP Fiori apps »

Spend visibility »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 6/20	EXAMPLE	CUSTOMER REFERENCE					

Requirements Processing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve procurement FTE productivity**
by automating sourcing and purchase order processing and simplifying approval
- **Improve supply chain FTE productivity**
by streamlining the purchasing process
- **Improve sourcing savings on direct spend**
by streamlining the purchasing process with direct suppliers

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.
Enhanced workflow to complete purchase requisitions.
- **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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Quote automation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES	DETAILS 7/20	EXAMPLE	CUSTOMER REFERENCE			

Commodity Procurement

SAP S/4HANA Capability Description

Manage procurement processes for buying commodities and commodity-dependent goods. Automate commodity-based contractual pricing and enable provisional, differential, and final procurement invoicing.



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by enabling procurement of commodities and helping create commodity contracts based on market quote
- **Improve supplier/external partner compliance**
by automating price calculations and streamlining the invoicing process
- **Improve accounts payable FTE productivity**
by extending ERP functionalities that automate commodity-based contractual pricing

What's new in SAP S/4HANA

- **Enhanced Commodity Pricing Engine**
The commodity pricing engine (CPE) formula assembly is simplified by using Business Rules Framework plus (BRF+) instead of condition technique.
- **Simplification of usage**
Commodity pricing engine formulas, terms, and rules have been simplified.
- **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

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 8/20	EXAMPLE	CUSTOMER REFERENCE			

Indirect Tax

SAP S/4HANA Capability Description

Manage indirect tax in a comprehensive, consistent and cost-savings manner. Automate tax determination, calculation, reporting and compliance, integrating them with core business processes.



Industry popularity

Value Drivers

- **Reduce finance cost**
by automating tax determination, calculation, reporting, and compliance, integrating them with core business processes
- **Reduce finance cost**
by automating tax determination, calculation, reporting, and compliance, integrating them with core business processes
- **Reduce finance cost**
by automating tax determination, calculation, reporting, and compliance, integrating them with core business processes

What's new in SAP S/4HANA

- **Enhanced tax functionality**
Manage now indirect tax comprehensively and consistently to save costs while adapting to rapidly changing global regulations. Identify wrong tax data and automatically initiate correction and documentation measures.
- **Next-Generation reporting capabilities**
Both for real-time and Analytic Reporting you can fulfill digital compliance obligations. Manage statutory reporting worldwide enabling simple adoption of constant legal reforms.
- **SAP Fiori-based user experience across all process**
Leverage expertise from tax tech and tax advisory partners. Additional apps for Tax Reconciliation, Account Balance and Tax Declaration Reconciliation have been made available.

Further Information

Details

Additional SAP products

Capability
details »

SAP Tax Compliance »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 9/20	EXAMPLE	CUSTOMER REFERENCE					

Source Assignment

SAP S/4HANA Capability Description

Find, negotiate, and contract the most qualified, reliable sources and suppliers efficiently



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by supporting and automating manual sourcing process
- **Improve source to contract FTE productivity**
by leveraging a central repository to find the right supplier with the best conditions for your requirements
- **Improve operational procurement FTE productivity**
by supporting and automating manual sourcing process

What's new in SAP S/4HANA

- **One stop for all sourcing information**
This functionality offers one stop for collecting, assigning, analyzing, and accessing all sourcing-related information. Central Sourcing is now available.
- **Supports automation and block chain**
There is an automated support available for managing contracts, source lists, purchase information records, quotations, and requests for quotations. Furthermore, you can engage with the right suppliers and get the best prices by streamlining and automating sourcing assignment. Blockchain-verified request for quotation (RFQ) processing is now available.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 10/20	EXAMPLE	CUSTOMER REFERENCE		

Self-Service Requisitioning

SAP S/4HANA Capability 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 procurement FTE productivity**
by streamlining purchasing processes using catalog-driven pricing, contract logic, and an approval workflow
- **Improve tactical sourcing savings**
by using convenient and dynamic self-service requisitioning
- **Improve user compliance (Strategic)**
by ensuring control and compliance among your vendors, contracts, regulations, buyers, and finance organizations

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

Video

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP S/4HANA:
Self-service
Requisitioning »

Catalog Item Recommendation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 11/20	EXAMPLE	CUSTOMER REFERENCE			

Service Purchasing and Recording

SAP S/4HANA Capability Description

Empower buyers to create, display, and change purchase orders for services



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by supporting automated and manual processes for creating purchase orders
- **Improve operational procurement FTE productivity**
by supporting automated and manual processes for creating purchase orders

What's new in SAP S/4HANA

- **More Automation**
This functionality allows you to efficiently support faster automated and manual entry and other processes for purchase orders.
- **Increased Transparency**
By streamlining purchase order processing you can gain the transparency needed to manage service purchases quickly and accurately.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 12/20	EXAMPLE	CUSTOMER REFERENCE				

Supplier Classification and Segmentation

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by channeling spend decisions to preselected supplier groups
- **Improve sourcing savings on direct spend**
by segmenting suppliers across direct spend categories and gaining visibility
- **Improve sourcing savings on indirect spend (strategic)**
by segmenting indirect material suppliers across spend categories and gaining visibility

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. The prediction of a delivery date for purchase order items is now available.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Supplier classification and segmentation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES	DETAILS 13/20	EXAMPLE	CUSTOMER REFERENCE			

Central Purchase Contract Processing

SAP S/4HANA Capability Description

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

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by processing contracts centrally
- **Improve supply chain FTE productivity**
by managing the supply of materials or the performance
- **Improve source to contract FTE productivity**
by processing contracts centrally

What's new in SAP S/4HANA

- **Manage central contracts negotiations and automate source lists centrally**
Negotiate contracts centrally to global longer-term agreements with purchasing organizations and suppliers. New updated source list in connected backend system after central purchase contract distribution.
- **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

Video

Capability
details »

Related
SAP Fiori apps »

Central purchase
contract
processing »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 14/20	EXAMPLE	CUSTOMER REFERENCE					

Central Purchasing

SAP S/4HANA Capability 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.

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by streamlining the purchasing process for team members and vendors
- **Improve operational procurement FTE productivity**
by streamlining the purchasing process for team members and vendors
- **Improve sourcing savings on direct spend**
by increasing buying power by bundling purchase requirements across the organization

What's new in SAP S/4HANA

- **Manage purchase orders and manage complex commodity prices centrally**
It is now possible to manage purchase orders centrally across multiple back-end systems. With new commodity pricing capabilities key users can apply complex pricing formulas, commodity weights and price conditions in an easy way in central procurement.
- **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.

Further Information

Details

Video

Capability
details »

Related
SAP Fiori apps »

Central
purchasing »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 15/20	EXAMPLE	CUSTOMER REFERENCE					

Central Requisitioning

SAP S/4HANA Capability 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.

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by increasing end-user adoption by offering an innovative, simple user experience
- **Improve user compliance (Strategic)**
by increasing catalog usage by offering one central requisition access across all available catalogs.
- **Improve sourcing savings on direct spend**
by acting on cost savings based on clear direct spend visibility

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

Video

Capability
details »

Related
SAP Fiori apps »

Central
requisitioning »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD	
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------	--

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES		DETAILS 16/20	EXAMPLE	CUSTOMER REFERENCE

Central Purchasing Analytics

SAP S/4HANA Capability 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.

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by analyzing and monitoring central purchasing documents, such as central purchase contracts and central purchase orders in real time
- **Improve operational procurement FTE productivity**
by analyzing and monitoring central purchasing documents, such as central purchase contracts and central purchase orders in real time
- **Reduce data integration cost**
by having transparency about the global spend across your organization

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

Video

Capability details »

Related SAP Fiori apps »

Monitoring materials without purchase contracts »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD	
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------	--

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES		DETAILS 17/20	EXAMPLE	CUSTOMER REFERENCE

Central Sourcing

SAP S/4HANA Capability Description

Managing purchase requests, orders and quotes centrally. Initiate central request for quotation for purchase requisitions across connected systems

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by generating central purchase contracts from the awarded central supplier quotation
- **Improve operational procurement FTE productivity**
by generating central purchase contracts from the awarded central supplier quotation
- **Improve sourcing savings on direct spend**
by leveraging central supplier quotations and award the best supplier quotations

What's new in SAP S/4HANA

- **Central Purchase Order Creation**
Generate central purchase contracts from the awarded central supplier quotation, which gets distributed to the appropriate connected systems and can be used as a source of supply

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS		ADDITIONAL CAPABILITIES	DETAILS 18/20	EXAMPLE	CUSTOMER REFERENCE					

Product Sourcing

SAP S/4HANA Capability Description

Simplify the direct material sourcing process to increase savings on direct material spend and reduce the cost of sourcing operations

New

Industry popularity

Value Drivers

- **Improve sourcing savings on direct spend**
by improving process efficiency, spend management, and unit price reduction on direct spend
- **Improve source to contract FTE productivity**
by leveraging a central repository to find the right supplier with the best conditions for your requirements
- **Improve supplier/external partner compliance**
by allowing suppliers to create invoices against contracts and automatically match them to each other

What's new in SAP S/4HANA

- **Optimize direct material sourcing process**
Professional buyers can manage new product launch project time lines (direct material) by importing large multi-level engineering BOM data and helping aggregate volumes of material requirements
- **Manage sourcing projects**
Sourcing projects structure the supply of complex bundles with materials and services

Further Information

Details

Capability details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 19/20	EXAMPLE	CUSTOMER REFERENCE		

Purchasing Rebate Management

SAP S/4HANA Capability Description

Manage the purchasing rebate lifecycle smoothly, from planning to tracking, settling, and analyzing rebate agreements

New

Industry popularity

Value Drivers

- **Improve supplier/external partner compliance**
by accelerating the validation and processing of rebate agreements
- **Improve accounts payable FTE productivity**
by simplifying and accelerating the settlement process by using transactional data to calculate rebate amounts
- **Improve sourcing savings on direct spend**
by automating the rebate collecting, accrual, and settlement processes with direct suppliers

What's new in SAP S/4HANA

- **Accelerate rebate settlement**
Accelerate the settlement process by using transactional data to calculate rebate amounts.
- **Boost profitability with rebate allocation**
Boost profitability by allocating rebates to purchases for true cost determination.
- **Transparent audits**
Accelerate the validation and processing of rebate agreements through accurate and transparent auditing.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 20/20	EXAMPLE	CUSTOMER REFERENCE			

Supplier Evaluation

SAP S/4HANA Capability Description

Gain transparency and insight through evaluation of your supplier portfolio

New

Industry popularity

Value Drivers

- **Improve procurement FTE productivity**
by driving and identifying win-win opportunities for both you and your suppliers
- **Improve sourcing savings on direct spend**
by using direct annual spend reports to evaluate whether the targets of the reduction supplier wise have been reached
- **Improve sourcing savings on indirect spend (strategic)**
by using indirect annual spend reports to evaluate whether the targets of the reduction supplier wise have been reached

What's new in SAP S/4HANA

- **Portfolio-level view and weighting / scoring**
Define and monitor relevant sourcing strategies through a portfolio-level view of supplier relationships. Increased flexibility in supplier evaluation by defining individual supplier evaluation criteria like weighting and scoring.
- **Supplier Visibility**
Gain visibility to determine the right mix of suppliers & reduce your overall supply risk.
- **Multi-Criteria Classification**
Classify and segment your suppliers using multiple criteria to flexibly identify and search vendors.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS		Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	--	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS									
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE				

Reimagine Strategic Procurement

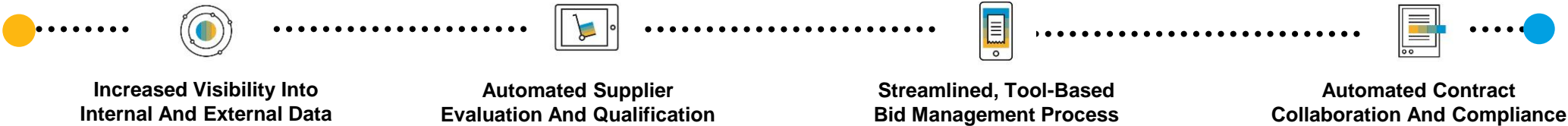
Traditional Scenario:

- 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:

- **360-degree view** of spend and supplier and market data through **business network integration**

- Access to **global supplier pool** with visibility into preferred and qualified sources
- Embedded capabilities to view additional supplier data for a **better informed decision**

- **Comprehensive RFx management** with reverse- and forward-auction capabilities that enables value-optimized cost savings and faster sourcing cycle

- **Contract lifecycle management** capabilities including authoring, negotiation, execution and digital signature

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS	EXAMPLE
			CUSTOMER REFERENCE

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)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OPTIMIZE SALES:



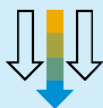
Improve On-Time Delivery Performance

- 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: $\frac{\text{Sales FTE Cost}}{\text{Revenue}} \times 100$

[Go to findings »](#)


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

[Go to findings »](#)

INTRODUCTION	FINDINGS	RECOMMENDATIONS
IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY		REDUCE COMPLAINTS AND RETURN COSTS
		DETAILS

Sales: Your Current Process Performance in SAP ERP System "PRD"



	Sales Order Creation	Outbound Delivery creation	Posting Goods Issue
Value Drivers:			
<div></div> <div>Improve On-Time Delivery Performance</div>	<div>6.714</div> <div>Sales schedule lines could not be confirmed for the requested delivery date »</div>	<div>125 hours</div> <div>Lead Time: Order creation to delivery »</div> <div>33%</div> <div>Deliveries automatically created »</div>	<div>7 hours</div> <div>Lead time: Delivery creation to goods issue »</div>
<div></div> <div>Increase Sales Force Efficiency</div>	<div>9.916</div> <div>Manual price condition changes on sales orders »</div> <div>3.942</div> <div>Missing fields in incomplete orders »</div> <div>3.579</div> <div>Rejected sales order items »</div>		
How SAP helps:			
<div>Build an intelligent enterprise with recommended SAP S/4HANA capabilities.</div> <div>All innovation recommendations »</div>	<div>Sales Monitoring and Analytics »</div> <div>★★★</div>		
	<div>Sales Order Mgmt. & Processing »</div> <div>★★★</div>	<div>Inventory Analytics and Control »</div> <div>★★★★</div>	
		<div>Delivery Management</div> <div>★★★★</div>	
	<div>Advanced Available to Promise »</div> <div>★★★</div>		
	<div>Price Management »</div> <div>★★★★</div>	<div>Transportation Management »</div> <div>★★★</div>	

INTRODUCTION

FINDINGS

RECOMMENDATIONS


IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS

Sales: Your Current Process Performance in SAP ERP System “PRD”



	Sales Order Rejections	Sales Order Returns	Credit Memos	Customer Complaint Management
Value Driver:				
 Reduce Complaints And Return Costs	3.579 Sales order items rejected »	950 Return order items created »	491 Credit memo request created »	No data QM notifications pending
	1 Sales order items deleted »	115 Open return orders »	1.187 Credit memos created »	No data QM notifications open & overdue
				No data Lead time: QM notifications creation to completion
How SAP helps:				
Build an intelligent enterprise with recommended SAP S/4HANA capabilities. All innovation recommendations »	Claims, Returns, and Refund Management »			
	Sales Order Management and Processing »			
	Sales Billing			
				Complaints Mgmt. »
	Sales Monitoring and Analytics »			

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 1/12

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

Findings and Benchmark

What we measured

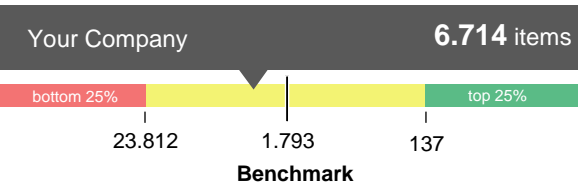
6.714 items

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:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRES	MU Europe South	1.987	30%
SRCN	MU China South	1.755	26%
SRLA	MU Latin America	641	10%
SRU1	MU US South-East	555	8%
SRCE	MU China East	187	3%

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

[Back to Overview »](#)

Manual price condition changes on sales orders

Findings and Benchmark

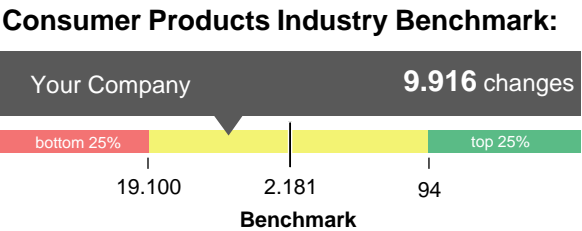
What we measured

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 »](#)



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Changes	Percent
SRCN	MU China South	7.930	80%
SRES	MU Europe South	132	1%
SRNA	MU North Africa	99	1%
SRU3	MU US North-East	81	1%
SRLA	MU Latin America	70	1%

Implication

Understand the problem

- 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

[Back to Overview »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 3/12

Missing fields in incomplete orders

Findings and Benchmark

What we measured

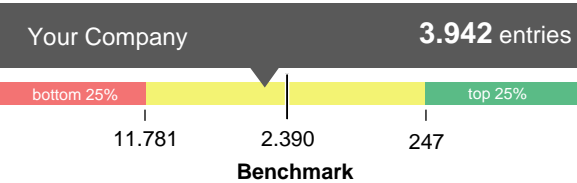
3.942 entries

Missing fields in incomplete orders

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

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
691	300	17	380	2.554
18%	8%	0%	10%	65%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Entries	Percent
SRES	MU Europe South	942	24%
SRLA	MU Latin America	452	11%
SRAS	MU Africa South	214	5%
SRAE	MU Asia East	99	3%
SRCN	MU China South	85	2%

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

[Back to Overview](#) »

Rejected sales order items



Findings and Benchmark

What we measured

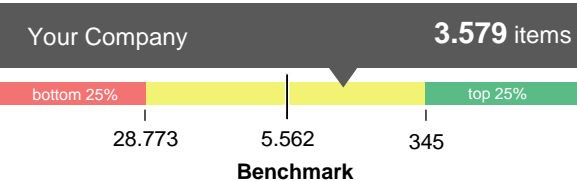
3.579 items

Rejected sales order items

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

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRCN	MU China South	1.852	52%
SRNA	MU North Africa	357	10%
SRES	MU Europe South	218	6%
SREC	MU Europe Central	74	2%
SRU1	MU US South-East	12	0%



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

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 5/12

Lead time: Order item creation to delivery creation

Findings and Benchmark

What we measured

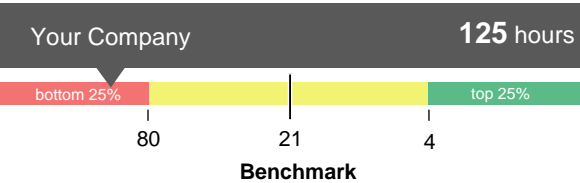
125 hours

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Hours
SRNA	MU North Africa	5.854	37
SRCN	MU China South	2.665	452
SREC	MU Europe Central	2.000	20
SRME	MU Middle East	707	14
SRU1	MU US South-East	533	63

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

Back to Overview »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 6/12

Deliveries automatically created

Findings and Benchmark

What we measured

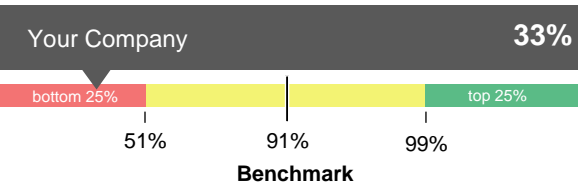
33%

Deliveries automatically created

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

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Automation Rate
SRNA	MU North Africa	3.520	77%
SREC	MU Europe Central	1.221	64%
SROC	MU Oceania	787	52%
SRU1	MU US South-East	717	56%
SRCN	MU China South	552	56%

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

[Back to Overview »](#)

Lead time: Delivery creation to goods issue

Findings and Benchmark

What we measured

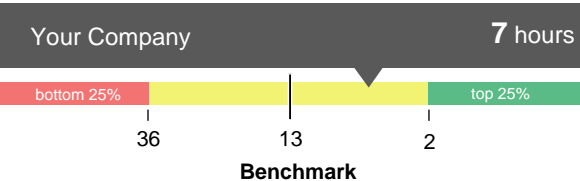
7 hours

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Total Items	Hours
SRNA	MU North Africa	2.022	1
SREC	MU Europe Central	888	1
SRCN	MU China South	526	2
SROC	MU Oceania	469	0
SRME	MU Middle East	468	0

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](#) »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 8/12

Sales order items deleted

Findings and Benchmark

What we measured

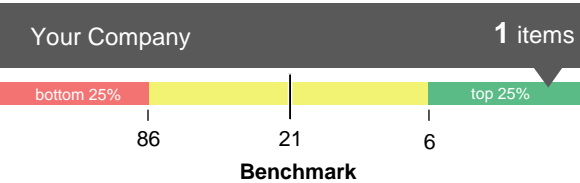
1 items

Sales order items deleted

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

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 1 ERP Sales Organization:

ERP Sales Organization		Items	Percent
SRCN	MU China South	1	100%

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

Back to Overview »

INTRODUCTIONFINDINGSRECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 9/12

Return order items created

Findings and Benchmark

What we measured

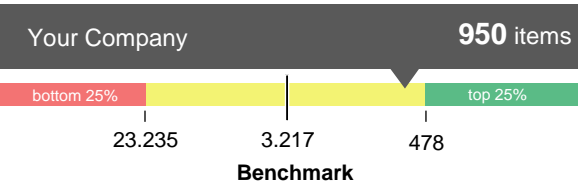
950 items

Return order items created

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

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Items	Percent
SRNA	MU North Africa	203	21%
SRU3	MU US North-East	168	18%
SRCN	MU China South	104	11%
SREW	MU Europe West	99	10%
SREE	MU Europe East	80	8%

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](#) »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 10/12

Open return orders

Findings and Benchmark

What we measured

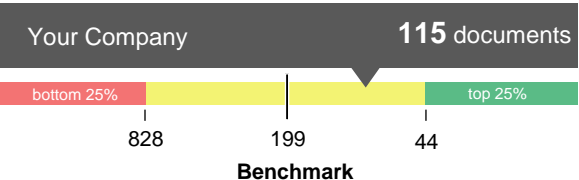
115 documents

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:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
17	10	0	3	85
15%	9%	0%	3%	74%

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SREN	MU Europe North	49	43%
SRAS	MU Africa South	13	11%
SRU3	MU US North-East	11	10%
SRU4	MU US North-West	8	7%
SRNA	MU North Africa	6	5%

Implication

Understand the problem

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

[Back to Overview](#) »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

IMPROVE ON-TIME DELIVERY PERFORMANCE AND SALES FORCE EFFICIENCY

REDUCE COMPLAINTS AND RETURN COSTS

DETAILS 11/12

Credit memo requests created

Findings and Benchmark

What we measured

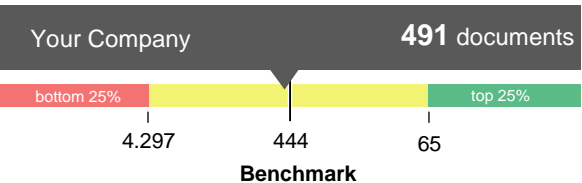
491 documents

Credit memo requests created

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

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SRNA	MU North Africa	83	17%
SRAS	MU Africa South	77	16%
SRJN	MU Japan	69	14%
SRAE	MU Asia East	61	12%
SRLA	MU Latin America	30	6%

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

[Back to Overview](#) »

Credit memos created

Findings and Benchmark

What we measured

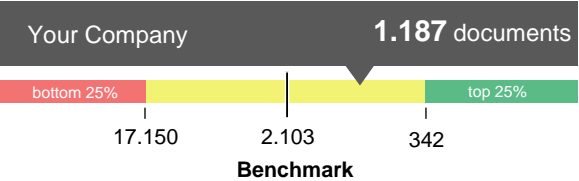
1.187 documents

Credit memos created

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

[Learn more »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 ERP Sales Organizations:

ERP Sales Organization		Documents	Percent
SRNA	MU North Africa	275	23%
SRU3	MU US North-East	113	10%
SRAS	MU Africa South	90	8%
SREC	MU Europe Central	89	7%
SRJN	MU Japan	84	7%

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

[Back to Overview »](#)

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage


















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

SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Sales Master Data Management	★★★	35	★★★		
Delivery Management	★★★	27	★★★		
Price Management	★★★	13	★★★		
Sales Billing	★★★	10	★★★		
Sales Monitoring and Analytics	★★★	4	★★★		
Sales Rebate Management	★★★	1	★★★		
Sales Order Management and Processing	★★★	20	★★★		
Sales Quotation Management	★★★	5	★★★		
Sales Contract Management	★★★	2	★★★		
Available-to-Promise	★★★	1	★★★		
Transportation Management	★★★	1	★★★		
Advanced Available-to-Promise	★★★	Usage of related application area	New		

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution](#) »

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Claims, Returns, and Refund Management	★ ★ ★		
Complaints Management	★ ★ ★		
Inventory Analytics and Control	★ ★ ★		
Account and Contact Management	★ ★ ★		
Activity Management	★ ★ ★		
Advanced Incentive and Commission Management	★ ★ ★		
Commodity Sales	★ ★ ★		
Incentive and Commission Management	★ ★ ★		
Opportunity Management	★ ★ ★		
Sales Lead Management	★ ★ ★		
Business Solution Portfolio	New		
Solution Billing	New		
Solution Quotation Management	New		

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 1/25	EXAMPLE	CUSTOMER REFERENCE				

Sales Master Data Management

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce sales cost**
by making better and more accurate sales data available anytime and anywhere
- **Increase order management FTE productivity**
by reducing the time and effort associated with manual corrections
- **Increase revenue from cross-sell/up-sell**
by accurately targeting your marketing campaigns

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

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

Product configuration intelligence »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 2/25	EXAMPLE CUSTOMER REFERENCE

Delivery Management

SAP S/4HANA Capability Description

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



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve on-time delivery performance**
by integrating pick, pack and ship processes
- **Reduce total logistics cost**
by improving the efficiency of logistics execution function using well-integrated picking, packing, and shipping processes
- **Reduce order fulfillment lead time**
by using real-time information on timely completion of picking, packing, and shipping activities

What's new in SAP S/4HANA

- **Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 3/25	EXAMPLE	CUSTOMER REFERENCE				

Price Management

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

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

What's new in SAP S/4HANA

- **Price elements – flexible analysis and new SAP Fiori app to manage prices**
New flexible analysis of price elements. There is also the new manage price Fiori App.
- **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	Video	Additional SAP products
Capability details »	SAP Market Rates Management »	SAP CPQ (Configure Price Quote) »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 4/25	EXAMPLE	CUSTOMER REFERENCE	

Sales Billing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce finance cost**
by automating routine tasks and providing intuitive, role-based applications
- **Improve customer satisfaction**
by reducing billing errors
- **Reduce accounts receivable management cost**
by automating 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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 5/25	EXAMPLE CUSTOMER REFERENCE

Sales Monitoring and Analytics

SAP S/4HANA Capability Description

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



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by providing real-time insights into status of sales documents
- **Reduce sales cost**
by viewing historical, real-time, and projected operational performance
- **Improve customer satisfaction**
by providing insights on fulfillment issues and increasing responsiveness

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.
- **Predictive analytics**
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.

Further Information

Details

Capability
details »

Video

Related
SAP Fiori apps »

SAP Fiori
launchpad »

Additional SAP products

Intelligent assortment planning »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 6/25	EXAMPLE	CUSTOMER REFERENCE				

Sales Rebate Management

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Increase conversion of leads qualified**
by providing incentives to purchase additional quantities of goods and services
- **Improve customer satisfaction**
by accurately calculating and validating earned rebate revenues and liabilities based on sales rebate agreements
- **Increase revenue from cross-sell/up-sell**
by providing flexible and transparent rebate programs

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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 7/25	EXAMPLE	CUSTOMER REFERENCE				

Sales Order Management and Processing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce sales cost**
by providing a streamlined and predefined order management process
- **Reduce customer churn**
by improving transparency into the status of orders and accelerating order execution
- **Increase sales force efficiency**
by providing a streamlined and predefined order management process

What's new in SAP S/4HANA

- **Trade compliance issues in the sales order fulfillment cockpit app**
The sales order fulfillment cockpit app has been enhanced. Beyond already available topics like completeness checks and various blocks (e.g. credit / delivery), trade compliance issues are now included in the app.
- **Low touch order management and Intelligent proposals**
The access to increased automation has been enhanced with low touch order management. The intelligent product proposal provides product and quantity proposals to enable faster order entry.
- **Prediction of delivery delay**
A predictive functionality has been made available to get visibility on delivery delays and improve communication. Safety data sheets in sales and dangerous goods in sales are now available.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

Sales Quotation Management

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce sales cost**
by providing accurate and relevant quotations to customers
- **Increase conversion of leads qualified**
by delivering compelling sales quotations quickly and accurately
- **Increase order management FTE productivity**
by integrating quotation processing within the order cycle

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Analytics**
The analytics abilities have been simplified and it is easier to access them.
- **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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Sales quotation management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 9/25	EXAMPLE CUSTOMER REFERENCE

Sales Contract Management

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce sales cost**
by relying on live monitoring of contract fulfillment and renewal processes
- **Reduce customer churn**
by tailoring sales agreements to focus on unique customer needs
- **Increase sales forecast accuracy**
by basing revenue predictions on long-running sales agreements that define special conditions on pricing and products

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 key performance indicators can now be used, allowing the sales clerk to quickly find the most relevant information and personalize his own report.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 10/25	EXAMPLE	CUSTOMER REFERENCE				

Available-to-Promise

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce days in inventory**
by leveraging information regarding inventory availability to shorten replenishment cycles
- **Reduce days in inventory**
by leveraging information regarding inventory availability to shorten replenishment cycles
- **Reduce order fulfillment lead time**
by using real-time information on inventory availability and projected availability during order fulfillment

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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 11/25	EXAMPLE CUSTOMER REFERENCE

Transportation Management

SAP S/4HANA Capability Description

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



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by automating shipping processes
- **Reduce total logistics cost**
by improving efficiency in transportation processes with better process integration
- **Reduce order fulfillment lead time**
by providing full visibility into projected inventories, integrated sales and purchasing, and shipment execution tracking

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

Capability
details »

Video

SAP
Transportation
Management: emb.
analytics »

Additional SAP products

Intelligent allocation management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 12/25	EXAMPLE	CUSTOMER REFERENCE				

Advanced Available-to-Promise

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)

New

Industry popularity

Value Drivers

- **Reduce days in inventory**
by leveraging real-time information regarding inventory availability to shorten replenishment cycles and responding to demand
- **Reduce days in inventory**
by leveraging real-time information regarding inventory availability to shorten replenishment cycles and responding to demand
- **Improve on-time delivery performance**
by replenishing inventories frequently based on the latest information about stock levels and demand forecasts

What's new in SAP S/4HANA

- **Extended functionality for advanced available to promise (aATP)**
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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 13/25	EXAMPLE CUSTOMER REFERENCE

Claims, Returns, and Refund Management

SAP S/4HANA Capability 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.

★ ★ ★
Industry popularity

Further Information

Details

Capability details »	Related SAP Fiori apps »
----------------------	--------------------------

Value Drivers

- **Reduce service and support cost**
by facilitating the complaints processed to trigger service improvements
- **Reduce complaints and returns cost**
by accelerating the handling process due to logically triggered follow-ups

What’s new in SAP S/4HANA

- **Manage customer returns**
Compensate customers with replacement products that are different from the returned products. You can choose a supplying plant which can be different from the receiving plant for the returned goods. Create and process customer returns for bills of materials (BOM). View approval status or delete customer returns. This is an app (scope item BKP).
- **Enhanced analytics**
Embedded flexible analytics capability for returning key performance indicators, allowing the sales clerk to quickly find the most relevant information and personalize own report.
- **Accelerated customer returns**
An improved process with new user experience has been made possible with SAP Fiori apps. Return order processing for non-stock material is available.

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 14/25	EXAMPLE	CUSTOMER REFERENCE				

Complaints Management

SAP S/4HANA Capability Description

Record complaints and provide seamless transitions to service activities to help resolve issues raised by customers.



Industry popularity

Value Drivers

- **Reduce service and support cost**
by providing employees with service and maintenance history, customer, and service contract data
- **Improve customer satisfaction**
by streamlining the customer complaint and return process and providing all stakeholders with the needed information
- **Increase service revenue**
by increasing the employees' ability to respond 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

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 15/25	EXAMPLE	CUSTOMER REFERENCE				

Inventory Analytics and Control

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by analyzing deviations in delivery plans and schedules and making timely adjustments
- **Reduce days in inventory**
by analyzing real-time inventory coverage and ensuring inventory is aligned with demand
- **Reduce revenue loss due to stock-outs**
by quickly adjusting stock positions based on real-time inventory and demand data

What's new in SAP S/4HANA

- **Real-time inventory management**
An overview page presents selected and relevant key performance indicators 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).
- **"slow or non-moving materials" and "dead stock analysis"**
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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Stock in transit »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 16/25	EXAMPLE CUSTOMER REFERENCE

Account and Contact Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

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

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, phone call) immediately.
- **Gender options for business partners**
With this feature, you can add an attribute to custom configurations in account and contact management. The attribute provides the gender options male, female, unknown, nonbinary, and not specified.

Further Information

Details

Additional SAP products

Capability
details »

Account and Contact Management »

[Back to innovation overview »](#)

Activity Management

SAP S/4HANA Capability Description

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

★ ★ ★

Industry popularity

Value Drivers

- **Reduce sales cost**
by helping sales reps to effectively capture and track their activities and interactions
- **Increase sales force efficiency**
by helping 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

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 18/25	EXAMPLE CUSTOMER REFERENCE

Advanced Incentive and Commission Management

SAP S/4HANA Capability Description

Motivate sales teams and drive revenue with compelling incentive and compensation schemes. With this goes automatically calculating incentives and commissions accurately to improve sales performance.



Industry popularity

Value Drivers

- **Reduce sales cost**
by automating routine tasks and providing an intuitive tool to align incentives with strategic priorities
- **Increase revenue from new products/services**
by focusing your sales teams on new product introductions
- **Increase sales force efficiency**
by focusing your sales resources on the most strategic portfolio

What's new in SAP S/4HANA

- **Enhanced process flexibility**
Enhanced process flexibility based on Condition Contract Settlement for more flexibility and better performance.
- **New user experience**
Improved SAP Fiori apps have been made available to ensure a better user experience.

Further Information

Details

Additional SAP products

Capability
details »

Advanced incentive and commission
management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 19/25	EXAMPLE	CUSTOMER REFERENCE				

Commodity Sales

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce sales cost**
by expanding the ability to fix forecasted prices with financial derivative instruments
- **Reduce financial exposure risk**
by increasing visibility into unhedged commodity positions from forecasted sales volumes using accurate risk reporting
- **Increase sales force efficiency**
by simplifying the selling process, from contract creation through final invoicing and audits

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

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 20/25	EXAMPLE CUSTOMER REFERENCE

Incentive and Commission Management

SAP S/4HANA Capability Description

Motivate external sales agents through compelling incentives. Define, monitor, and modify sales commission agreements flexibly based on customer, product, and volume-based sales commitments.



Industry popularity

Value Drivers

- **Reduce sales cost**
by automating routine tasks and providing an intuitive tool to align incentives with strategic priorities
- **Increase revenue from new products/services**
by focusing your sales teams on new product introductions
- **Increase sales incentive management FTE productivity**
by automating routine tasks and providing an intuitive tool to align incentives with strategic priorities

What's new in SAP S/4HANA

- **New user experience**
New SAP Fiori apps have been made available to ensure a better user experience.
- **Monitor external sales commissions**
This feature enables you to get an overview of your sales commission agreements in the form of condition contracts related to your external sales agents. You can quickly search and identify specific sales commissions, and analyze or navigate to them. In addition, you can navigate to create new sales commission agreements from within this app (formerly "Manage external sales commissions").

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Advanced incentive and commission
management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 21/25	EXAMPLE	CUSTOMER REFERENCE				

Opportunity Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce sales cost**
by identifying the right resources to close sales quickly
- **Reduce customer churn**
by monitoring opportunity changes and triggering the right actions to resolve issues and meet targets
- **Increase sales force efficiency**
by analyzing the sales pipeline to identify gaps and critical opportunities

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.

Further Information

Details

Video

Capability
details »

Manage
opportunities »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 22/25	EXAMPLE	CUSTOMER REFERENCE			

Sales Lead Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce sales cost**
by using machine learning models trained on past sales data to predict high-propensity leads and enable sales teams to focus on those leads
- **Increase conversion of leads qualified**
by generating highly qualified leads based on accurate account information and relevant interactions
- **Reduce sales cycle time**
by automating lead management processes and saving time across the organization

What's new in SAP S/4HANA

- **Lead generation**
Generate high-quality leads by coordinating and executing marketing activities. 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

Additional SAP products

Capability
details »

Machine learning for marketing: customer
behavior »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 23/25	EXAMPLE	CUSTOMER REFERENCE				

Business Solution Portfolio

SAP S/4HANA Capability Description

Enable companies to provide outcome-based services. Increase revenues with new business models, combining products, services, subscriptions and projects.

New

Industry popularity

Value Drivers

- **Reduce service and support cost**
by offering one single view for all aspects of a customer's contract
- **Reduce service and support cost**
by offering one single view for all aspects of a customer's contract
- **Increase service revenue**
by offering one single view for all aspects of a customer's contract

What's new in SAP S/4HANA

- **Manage solution bundles**
Overview of business solutions offered to a customer for the duration of the relationship with them. Manage bundles of products, services, subscriptions, and projects to increase revenue from new business models.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Billing and Revenue Innovation
Management »

[Back to innovation overview »](#)

Solution Billing

SAP S/4HANA Capability Description

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

New

Industry popularity

Value Drivers

- **Reduce days sales outstanding**
by reducing both the bill-creation time and customer complaints
- **Reduce finance cost**
by enabling an efficient solution billing process and improving the accounts receivable process
- **Reduce revenue leakage**
by enabling a 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

Additional SAP products

Capability details »

Related SAP Fiori apps »

SAP Flexible Solution Billing »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES	DETAILS 25/25	EXAMPLE	CUSTOMER REFERENCE				

Solution Quotation Management

SAP S/4HANA Capability Description

Differentiate yourself from the competition with packaged service offerings and product bundles. Upsell with ease by combining tangible products and services in a single offering as a solution quotation.

New

Industry popularity

Value Drivers

- **Increase service revenue from new business models**
by creating innovative packaged services, which satisfy customer demand holistically
- **Increase service revenue from new business models**
by creating innovative packaged services, which satisfy customer demand holistically
- **Increase service revenue**
by combining products and services in a packaged offering to target a specific business problem

What's new in SAP S/4HANA

- **Model package collections & configurable options**
Model packaged service as collection of physical goods and services in a hierarchy. You can define rules for configurable options.
- **Streamline and monitor processing of solution business**
Simplify the processing of all related sales and service order items by leveraging a packaged view on customers' deliverables.
- **SAP Fiori-based user experience**
SAP Fiori-based user experience has been enhanced across all process steps.

Further Information

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	-------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE			

Reimagine Order to Delivery

Traditional Scenario:

- Little visibility into the order-to-delivery process
 - Many manual steps that slow down the 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
 - Transportation process taking place in disparate systems with inefficient business partner collaboration
 - Limited optimization possibilities
 - No out-of-the-box event-tracking capabilities
 - Analytics and reporting done in a separate business warehousing system with no real-time data update

Sales order Capture



Sales Order Confirmation



Sales Order Tracking & Collaboration



Inventory Management



Outbound Delivery, Transport Planning & Dispatch



In-Transit Tracking



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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE					
<div><div><div><div><div>Company</div><div>CJ Logistics</div></div><div><div>Headquarters</div><div>Seoul, South Korea</div></div><div><div>Web Site</div><div>www.cjlogistics.com</div></div><div><div>Industry</div><div>Wholesale distribution</div></div><div><div>Products and Services</div><div>Courier and transportation services</div></div><div><div>Employees</div><div>5,330</div></div><div><div>Operating Income</div><div>US\$2.3 billion</div></div></div></div><div><div><div>Before: Challenges and Opportunities</div><div><div><div>• Increase process consistency and improve reporting capabilities</div><div>• Mitigate operational risk and facilitate mergers and acquisitions</div><div>• Integrate overseas subsidiaries and address the needs of aging IT infrastructure and software</div></div></div><div><div>Why SAP and Woongjin</div><div><div><div>• Powerful, unified software for finance and controlling, sales, materials management, process orchestration, and master data and landscape management</div><div>• Straightforward implementation and expert support from SAP and Woongjin</div><div>• Enablement workshops for SAP S/4HANA and knowledge transfer to CJ Logistics’ customers</div><div>• Premium engagement services from the SAP Value Assurance program for SAP S/4HANA that provide comprehensive business, product, and system support</div></div></div><div><div>After: Value-Driven Results</div><div><div><div>• Connected and aligned processes and improved governance across the distributed enterprise</div><div>• Created an organization-wide framework to enable profit and loss management</div><div>• Simplified and accelerated reporting with flexible, agile functionality</div><div>• Integrated financial and controlling data and standardized transaction processing</div><div>• Enabled mergers, acquisitions, and incorporation of new company codes, thanks to a unified template for rapid system integrations with SAP S/4HANA</div></div></div></div></div><div><div><div>“SAP solutions help us reduce costs, improve market efficiency, and realize our vision to connect the world by sea, land, and air”</div><div>Eung Joon Lee, Operations Officer, CJ Logistics</div></div></div></div></div></div>	<div><div><div>100%</div><div>Customer satisfaction on reported surveys</div><div>Featured Partner</div></div><div><div>77%</div><div>Faster average reporting performance</div></div><div><div>Increased</div><div>Visibility into overseas subsidiaries</div></div></div>									

Studio SAP | 57813enUS (18/06) | This content is approved by the customer and may not be altered under any circumstances.

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OPTIMIZE SUPPLY CHAIN:



Reduce Days In Inventory

- 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: $\text{[Average Annual Inventory} \times 365] / \text{[Cost of Goods Sold]}$

[Go to findings »](#)

Supply Chain: Your Current Process Performance in SAP ERP System “PRD”



	Unrestricted Stock	Sales Order Stock	Customer Consignment Stock	Project Stock
Value Driver:				
<div>Reduce Days In Inventory</div>	<div>61.610</div> <div>Stock level of unrestricted-use stock »</div>	<div>28</div> <div>Stock level of sales order stock »</div>	<div>No data</div> <div>Stock level of customer consignment stock</div>	<div>5</div> <div>Stock level of project stock »</div>
How SAP helps:				
<div>Build an intelligent enterprise with recommended SAP S/4HANA capabilities.</div> <div>All innovation recommendations »</div>	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

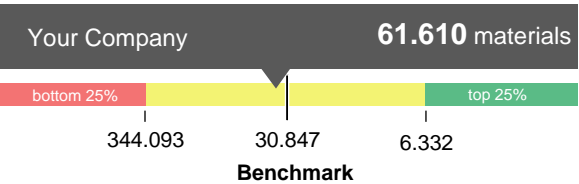
61.610 materials

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	19.662	21.918	20.030
0%	0%	32%	36%	33%

Top 5 Material Types:

Material Type		Materials	Percent
DIST	Other stock	57.885	94%
HAWA	Trading goods	1.491	2%
FERT	Finished products	708	1%
HALB	Semifinished products	497	1%
HIBE	Operating supplies	200	0%

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

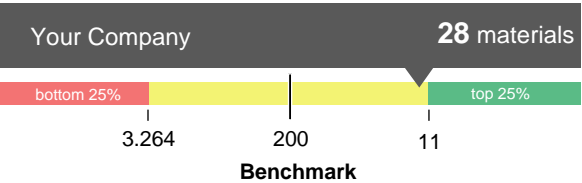
28 materials

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.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	28	0	0
0%	0%	100%	0%	0%

Top 3 ERP Sales Organizations:

ERP Sales Organization		Materials	Percent
SRAE	MU Asia East	26	93%
SROC	MU Oceania	1	4%
SRAS	MU Africa South	1	4%

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](#) »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 3/3

Stock level of project stock

Findings and Benchmark

What we measured

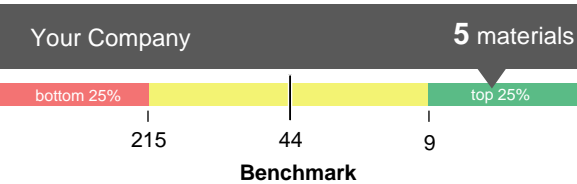
5 materials

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	0	5	0	0
0%	0%	100%	0%	0%

Top 1 Plant:

Plant	Materials	Percent
F06 Factory Poland	5	100%

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 Capabilities – Based on Your Current SAP Usage










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

SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Extended Warehouse Management	★★★	66	★☆☆		
Warehouse Management	★★★	57	★★★		
Delivery Management	★★★	27	★★★		
Goods Movement	★★★	7	★★★		
Batch Management	★★★	1	★☆☆		
Available-to-Promise	★★★	1	★★★		
Advanced Transportation Management	★★★	1	★☆☆		
Transportation Management	★★★	1	★☆☆		
Advanced Available-to-Promise	★☆☆	Usage of related application area	New		

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution »](#)

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Inventory Analytics and Control	★ ★ ★		
Handling Unit Management	★ ★ ★		
Serial Number Management	★ ★ ★		
Yard Logistics	★ ★ ★		
Extended Service Parts Planning	New		
Physical Inventory	New		
Transportation Execution Monitoring	New		

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 1/16	EXAMPLE CUSTOMER REFERENCE

Extended Warehouse Management

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by automating and integrating warehouse and distribution processes
- **Reduce days in inventory**
by providing real-time visibility into inventory positions
- **Reduce revenue loss due to stock-outs**
by improving the accuracy and visibility of warehouse inventory and activities as well as of impacting supply and demand

What’s new in SAP S/4HANA

- **Enhanced picking, new rack, manage towing vehicles**
Picking confirmation on desktop as alternative to confirmation via RF (radio frequency). New RF transaction “NEXT” to create new rack with same attributes automatically, if a rack is full. Seamless parking and switching of towing vehicles in case of break, shift change or damage.
- **Enhanced posting and analysis**
Synchronous stock postings between inventory management and SAP Extended Warehouse Management. The alternative-based confirmation analysis of products is based on confirmed warehouse tasks.
- **New replenishment strategy using Kanban**
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

Details

Capability details »

Video

Related SAP Fiori apps »

Additional SAP products

Enhanced outbound processing »

SAP Extended Warehouse Management »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 2/16	EXAMPLE	CUSTOMER REFERENCE			

Warehouse Management

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by integrating pick, pack, and ship processes
- **Reduce days in inventory**
by conducting real-time reports on inventory positions and flows, leading to insight to action
- **Reduce total logistics cost**
by improving the efficiency of operations across warehousing and fulfillment processes

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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

Delivery Management

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by integrating pick, pack and ship processes
- **Reduce total logistics cost**
by improving the efficiency of logistics execution function using well-integrated picking, packing, and shipping processes
- **Reduce order fulfillment lead time**
by using real-time information on timely completion of picking, packing, and shipping activities

What’s new in SAP S/4HANA

- **Enhancements for schedule delivery creation app**
Two enhancements are now available: new job template to schedule the creation of deliveries for return purchase orders and stock transport orders. In addition a new feature now lets you schedule recurring jobs with dynamic calculated date values.
- **Superior data model**
The data model has been considerably improved and the superior data model includes improved handling and no more table locks.
- **Embedded analytics**
Embedded analytics are available with SAP S/4HANA.

Further Information

Details

Capability details »

Related SAP Fiori apps »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 4/16	EXAMPLE	CUSTOMER REFERENCE		

Goods Movement

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by improving shipping performance, streamlining material flow and establishing transparency across the outbound logistics operations
- **Improve supply chain FTE productivity**
by providing transaction access and information that matters in real time

What's new in SAP S/4HANA

- **New business insights**
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.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Intelligent GR/IR account reconciliation »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 5/16	EXAMPLE	CUSTOMER REFERENCE					

Batch Management

SAP S/4HANA Capability Description

Handle a quantity or partial quantity of a certain product that has been produced according to the same specification



Industry popularity

Value Drivers

- **Improve product traceability**
by providing a unique identifier globally to assist during batch recall or government reporting
- **Reduce inventory carrying cost**
by capturing of expiration and best by dates to reduce inventory obsolescence or perishability

What's new in SAP S/4HANA

- **Classify batches**
Classify batches and reflect important specifications by assigning characteristics
Use batch management in the logistic processes to improve quality and ensure optimal usage of batches.
- **Achieve traceability**
Build a batch genealogy to automatically comply with legal requirements and track the batches throughout the inventory and the logistic processes.
- **SAP Fiori user experience**
SAP Fiori app "Manage Batches"
Roles with new, dedicated SAP Fiori apps.

Further Information

Details

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 6/16	EXAMPLE	CUSTOMER REFERENCE		

Available-to-Promise

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce days in inventory**
by leveraging information regarding inventory availability to shorten replenishment cycles
- **Reduce days in inventory**
by leveraging information regarding inventory availability to shorten replenishment cycles
- **Reduce order fulfillment lead time**
by using real-time information on inventory availability and projected availability during order fulfillment

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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 7/16	EXAMPLE	CUSTOMER REFERENCE			

Advanced Transportation Management

SAP S/4HANA Capability Description

Improve transportation efficiency by continuously refining transportation processes. Manage the transportation requirements by planning, optimizing, tendering, and settling freight; booking carriers.

★ ★ ★
Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by giving planners real-time access to information, allowing them to react faster
- **Reduce total logistics cost**
by improving efficiency in transportation processes with better process integration
- **Reduce order fulfillment lead time**
by providing full visibility into projected inventories, integrated sales and purchasing, and shipment status updates

What's new in SAP S/4HANA

- **Enhancements for planning in the transportation cockpit**
Significant enhancements for planning in the area of multi-window display or available lists in the transportation cockpit. Improved capacity & utilization transparency.
- **Planning with new vehicle and location incompatibilities**
Automatic vehicle scheduling and routing optimizer, along with manual planning consideration of vehicle and location incompatibility constraints regarding loading from the left, right, back, or top and attached equipment.
- **Advanced Shipping and Receiving (ASR)**
New approach to integrate Extended Warehouse Management and Transportation Management embedded in SAP S/4HANA allowing enhanced scalability and new scenarios like e.g. multi-warehouse.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS	
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES	DETAILS 8/16	EXAMPLE CUSTOMER REFERENCE

Transportation Management

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by automating shipping processes
- **Reduce total logistics cost**
by improving efficiency in transportation processes with better process integration
- **Reduce order fulfillment lead time**
by providing full visibility into projected inventories, integrated sales and purchasing, and shipment execution tracking

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

Capability details »

Video

Related SAP Fiori apps »

SAP Transportation Management: emb. analytics »

Additional SAP products

Intelligent allocation management »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 9/16	EXAMPLE	CUSTOMER REFERENCE			

Advanced Available-to-Promise

SAP S/4HANA Capability 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.



Usage intensity

New

Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce days in inventory**
by leveraging real-time information regarding inventory availability to shorten replenishment cycles and responding to demand
- **Reduce days in inventory**
by leveraging real-time information regarding inventory availability to shorten replenishment cycles and responding to demand
- **Improve on-time delivery performance**
by replenishing inventories frequently based on the latest information about stock levels and demand forecasts

What's new in SAP S/4HANA

- **Extended functionality for advanced available to promise (aATP)**
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

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 10/16	EXAMPLE	CUSTOMER REFERENCE			

Inventory Analytics and Control

SAP S/4HANA Capability Description

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



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by analyzing deviations in delivery plans and schedules and making timely adjustments
- **Reduce days in inventory**
by analyzing real-time inventory coverage and ensuring inventory is aligned with demand
- **Reduce revenue loss due to stock-outs**
by quickly adjusting stock positions based on real-time inventory and demand data

What's new in SAP S/4HANA

- **Real-time inventory management**
An overview page presents selected and relevant key performance indicators 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).
- **"slow or non-moving materials" and "dead stock analysis"**
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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Stock in transit »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 11/16	EXAMPLE	CUSTOMER REFERENCE			

Handling Unit Management

SAP S/4HANA Capability Description

Reflect packing-based logistics structures and track the movements of entire handling units rather than each material individually



Industry popularity

Value Drivers

- **Reduce total logistics cost**
by streamlining material handling across inbound, outbound and transfer posting processes
- **Improve product traceability**
by recording history of material movements from handling unit to an individual item contained within
- **Improve supply chain FTE productivity**
by improving efficiency of stock handling through consolidation of individual items

What's new in SAP S/4HANA

- **SAP Fiori–based user experience**
Manage packing instructions and monitor handling units with new, dedicated SAP Fiori apps.
- **Data Innovations**
Option of global transport label standard in Handling Unit numbering

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 12/16	EXAMPLE	CUSTOMER REFERENCE			

Serial Number Management

SAP S/4HANA Capability Description

Identify and differentiate between individual items of a material or equipment



Industry popularity

Value Drivers

- **Improve product traceability**
by providing a unique identifier globally for the lifetime of the asset across the whole supply/support and service chain
- **Reduce inventory carrying cost**
by providing an ability to track at individual SKU level thereby reducing inventory shrinkage

What's new in SAP S/4HANA

- **Inventory Optimization**
Reduce inventory carrying cost by providing an ability to track at individual SKU level thereby reducing inventory shrinkage.
- **Item Traceability**
Identify single items of equipment and materials to track in inventory management, physical inventory, and equipment.

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 13/16	EXAMPLE	CUSTOMER REFERENCE			

Yard Logistics

SAP S/4HANA Capability Description

Manage truck yards, container yards, rail yards, and logistics hubs. It also involves controlling yard- and hub-related movements, loading, and communication between all parties to improve throughput and productivity.



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by monitoring and controlling logistics hub activities to increase throughput and reduce idle times
- **Reduce total logistics cost**
by monitoring and controlling trucks and shipments in real time
- **Improve supply chain FTE productivity**
by supporting mobile scenarios and comprehensive planning capabilities

What's new in SAP S/4HANA

- **Mobile App**
Fast creation of yard tasks in a mobile app that saves time compared to using the desktop application
Immediate reaction to incidents even in inaccessible destinations
- **Automatically release yard requests**
Enable the customer to set up the automatic release of a yard request based on planning of the last appointment
Include a customizing setting for this scenario to support flexible configuration

Further Information

Details

Capability
details »

Back to innovation overview »

Extended Service Parts Planning

SAP S/4HANA Capability Description

Inventory planning for service parts across the supply chain network based on parts volumes, velocity, and segments.

New

Industry popularity

Value Drivers

- **Reduce days in inventory**
by providing an optimized inventory plan for delivering superior customer service
- **Reduce overall supply chain planning cost**
by collaborating with customers to extend demand visibility
- **Reduce order fulfillment lead time**
by collaborating with suppliers to improve your visibility of service parts in the supply chain

What’s new in SAP S/4HANA

- **Multilevel safety stock optimization**
Reduce safety stock and benefit from a high service level while reducing inventory costs. Exchange planning-relevant data with the SAP Integrated Business Planning application for inventory to optimize safety stock calculation on multiple levels
- **Interchangeability of master data objects**
Increased flexibility through interchangeability of master data objects
- **Analytics functionality**
Gain visibility of your supply chain and monitor your key figures with a high degree of flexibility

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 15/16	EXAMPLE	CUSTOMER REFERENCE					

Physical Inventory

SAP S/4HANA Capability Description

Record the physical quantities of your company’s warehouse stocks for balance sheet purposes.

New

Industry popularity

Value Drivers

- **Improve supply chain FTE productivity**
by increasing automation and improving access to real-time information
- **Reduce inventory carrying cost**
by allowing immediate availability of data and accelerating the decision-making process to reduce inventory shrinkage and obsolescence

What’s new in SAP S/4HANA

- **Manual creation of physical-inventory documents**
Use cycle counting for your physical inventory procedure, and create physical inventory documents referring to a cycle counting indicator to support counting materials at regular intervals during a fiscal year.
- **Support of the situation handling framework in the physical inventory process**
Make sure the correct action is taken to resolve different situations as quickly as possible through situation handling to increase the overall accuracy of inventory monitoring and enable real-time reporting of a company’s warehouse stock
- **Schedule creation of physical inventory documents**
Create a job to create physical inventory documents for your physical inventory process

Further Information

Details

Capability details »

Related SAP Fiori apps »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 16/16	EXAMPLE	CUSTOMER REFERENCE		

Transportation Execution Monitoring

SAP S/4HANA Capability Description

Obtain transparency into transportation execution processes for users in roles such as transportation dispatcher, shipper, or ordering party

New

Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by having real-time status monitoring and responding to deviations quickly
- **Reduce total logistics cost**
by improving efficiency in transportation execution and monitoring processes with better process integration
- **Improve supply chain FTE productivity**
by efficiently managing shipment execution and exception-based status monitoring

What's new in SAP S/4HANA

- **Real-time process monitoring**
Single SAP S/4HANA platform ensures transparency into transportation execution processes
- **Flexible process milestone modelling**
Proactively manage transportation processes with the help of flexibly defined milestones

Further Information

Details

Additional SAP products

Capability
details »

SAP Logistics Business Network »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS		Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	--	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS									
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE				

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION		FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE			
<div><div><div>Company</div><div>Lohiya Group</div></div><div><div>Headquarters</div><div>Hyderabad, India</div></div><div><div>Industry</div><div>Consumer products</div></div><div><div>Products and Services</div><div>Shortening, table oils, margarine, and other edible fats and oils</div></div><div><div>Employees</div><div>500</div></div><div><div>Revenue</div><div>Rs 22 billion (US\$232 million)</div></div><div><div>Web Site</div><div>www.lohiyagroup.in</div></div><div><div>Partner</div><div>Infiniti Techlabs LLP www.infinititl.com</div></div></div>			<div><div>Objectives</div><ul style="list-style-type: none">• 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</div> <div><div>Resolution</div><ul style="list-style-type: none">• 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</div> <div><div>Benefits</div><ul style="list-style-type: none">• 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</div>		<div><div>>1,200</div><div>Worker days saved per year</div></div> <div><div>60%</div><div>Faster transaction processing time</div></div> <div><div>100%</div><div>Visibility of inventory across all locations</div></div> <div><div>Clear</div><div>Visibility for customers into material deliveries and payment realization through automated SMS alerts</div></div>					
			<div>"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</div>							

Studio SAP | 49591 (17/04) © 2017 SAP SE or an SAP affiliate company. All rights reserved.

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OPTIMIZE MANUFACTURING:



Accelerate Manufacturing Cycle Time

- 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)





Reduce Total Manufacturing Costs

- 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

[Go to findings »](#)

Manufacturing: Your Current Process Performance in SAP ERP System “PRD”



	Production planning	Production order creation	Production order release	Production order confirmation	Production order delivery
Value Drivers:					
 Accelerate Manufacturing Cycle Times			<div>4%</div> <div>Production orders automatically released »</div>	<div>1 days</div> <div>Lead time: Prod. order release to confirmation »</div>	<div>2 days</div> <div>Lead time: Prod. order release to delivery »</div>
 Reduce Total Manufacturing Costs	<div>409</div> <div>Planned but not converted in time »</div>	<div>13%</div> <div>Production orders automatically created »</div>	<div>24 days</div> <div>Lead time: Prod. order creation to release »</div>	<div>331</div> <div>Failed goods movements during prod. order confirmation »</div>	<div>133</div> <div>Overdue prod. orders assigned to sales »</div>
How SAP helps:					
Build an intelligent enterprise with recommended SAP S/4HANA capabilities. <div>All innovation recommendations »</div>	<div>Material Requirements Planning »</div> <div>Demand-Driven Replenishment »</div>				
	<div>Constraint Based Production Planning »</div>			<div></div>	
	<div>Production Control »</div>			<div></div>	
	<div>Production Execution »</div>				<div></div>

Planned but not converted in time

Findings and Benchmark

What we measured

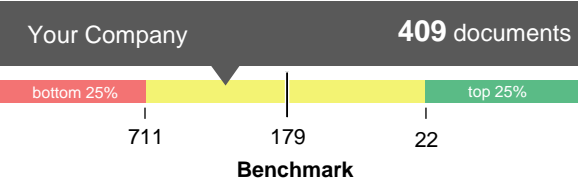
409 documents

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
18	0	0	0	391
4%	0%	0%	0%	96%

Top 5 Plants:

Plant	Documents	Percent
F04 Factory Portugal	299	73%
F05 Factory India	49	12%
F20 Factory Mexico	16	4%
F21 Factory Spain	12	3%
F22 Factory Brazil II	1	0%

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 and/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

[Back to Overview »](#)

Production orders automatically created

Findings and Benchmark

What we measured

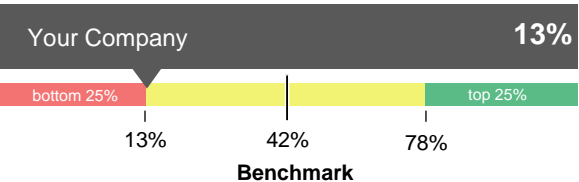
13%

Production orders automatically created

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

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F05	Factory India	133	31%
F25	Factory USA I	37	41%
F24	Factory Italy I	20	30%
F22	Factory Brazil II	9	11%
F02	Factory Germany II	2	0%

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

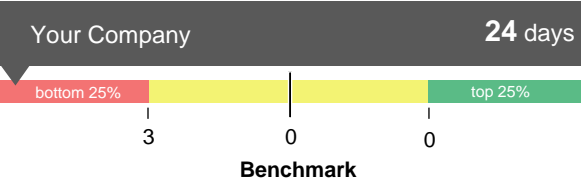
What we measured

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.

[Learn more](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant	Total Items	Days
F05 Factory India	266	1
F23 Factory Turkey	45	42
F25 Factory USA I	23	0
F26 Factory Argentina	20	48
F24 Factory Italy I	20	0

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

[Back to Overview](#) »

Production orders automatically released

Findings and Benchmark

What we measured

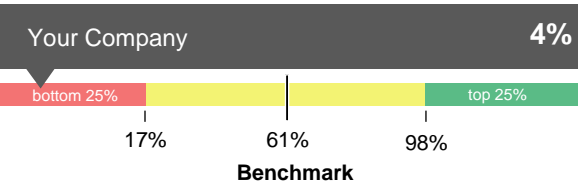
4%

Production orders automatically released

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

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 5 Plants:

Plant		Total Items	Automation Rate
F05	Factory India	266	22%
F23	Factory Turkey	45	0%
F25	Factory USA I	23	0%
F24	Factory Italy I	20	0%
F26	Factory Argentina	20	0%

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 »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 5/8

Lead time: Prod. order release to confirmation

Findings and Benchmark

What we measured

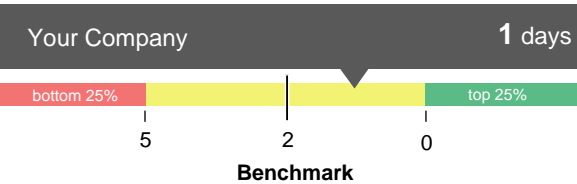
1 days

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F05	Factory India	195	1
F23	Factory Turkey	70	1
F24	Factory Italy I	23	9
F22	Factory Brazil II	15	4
F25	Factory USA I	11	2

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 »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 6/8

Failed component consumptions during prod. order confirmation

Findings and Benchmark

What we measured

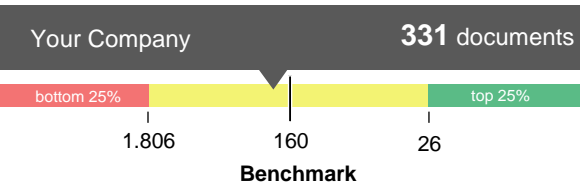
331 documents

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
114	15	31	12	159
34%	5%	9%	4%	48%

Top 5 Plants:

Plant	Documents	Percent
F01 Factory China I	115	35%
F02 Factory Germany II	103	31%
F03 Factory Italy II	44	13%
F04 Factory Portugal	32	10%
F05 Factory India	15	5%

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)

[Back to Overview »](#)

Lead time: Prod. order release to delivery

Findings and Benchmark

What we measured

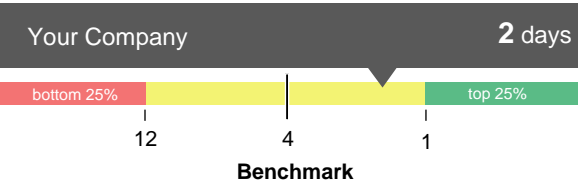
2 days

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Top 5 Plants:

Plant		Total Items	Days
F05	Factory India	122	1
F23	Factory Turkey	25	1
F22	Factory Brazil II	22	14
F24	Factory Italy I	21	14
F25	Factory USA I	11	2

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 »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 8/8

Overdue production orders assigned to sales

Findings and Benchmark

What we measured

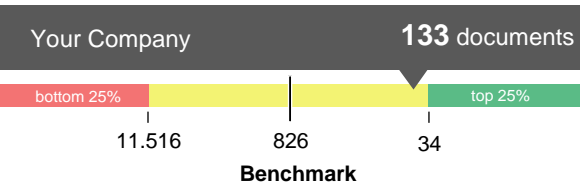
133 documents

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:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
133	0	0	0	0
100%	0%	0%	0%	0%

Top 4 Plants:

Plant	Documents	Percent
F05 Factory India	85	64%
F23 Factory Turkey	15	11%
F24 Factory Italy I	9	7%
F25 Factory USA I	1	1%

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)

[Back to Overview »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS

ADDITIONAL CAPABILITIES























DETAILS

EXAMPLE

CUSTOMER REFERENCE

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage




















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

SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Production Execution	★ ★ ★	30	★ ★ ★		
Quality Inspection	★ ★ ★	6	★ ★ ★		
Production Control	★ ★ ★	4	★ ★ ★		
Outsourced Manufacturing	★ ★ ★	1	★ ★ ★		
Material Requirements Planning	★ ★ ★	6	★ ★ ★		
Capacity Planning	★ ★ ★	2	★ ★ ★		
Just-in-Time Manufacturing	★ ★ ★	1	★ ★ ★		
Work Permit and Isolations Management	★ ★ ★	3	★ ★ ★		
Manufacturing Analytics	★ ★ ★	1	★ ★ ★		
Quality Improvement	★ ★ ★	1	★ ★ ★		
Product Structure	★ ★ ★	1	★ ★ ★		
Quality Planning	★ ★ ★	1	★ ★ ★		
Demand-Driven Replenishment	★ ★ ★	Usage of related application area	New		

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution](#) »

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Kanban Manufacturing	★ ★ ★		
Constraint-Based Production Planning	★ ★ ★		
Health and Safety Management	★ ★ ★		
EHS Incident Management	★ ★ ★		
Environment Management	★ ★ ★		
Management of Change	★ ★ ★		
Production Processes	★ ★ ★		
Repetitive Manufacturing	★ ★ ★		
Extended Production Engineering	New		
Extended Production Operations	New		
Extended Production Scheduling	New		
Predictive Material and Resource Planning	New		

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 1/25	EXAMPLE	CUSTOMER REFERENCE			

Production Execution

SAP S/4HANA Capability Description

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



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Improve on-time delivery performance**
by integrating pick, pack, and ship processes with production execution
- **Reduce manufacturing cycle time**
by integrating production with inventory management and production finalization tasks such as quality inspection in real time
- **Reduce total manufacturing cost**
by streamlining all pre- and post-production process steps, down- and wait-times are reduced

What's new in SAP S/4HANA

- **Reference designators for visual instances of components**
For serialized products, you can now use reference designators to define a meaningful name for visual instances of components to better track and trace the physical location of visual instances of components.
- **Material requirements planning (MRP with demand-driven MRP and cockpit) and dashboards**
Production planning and demand scheduling (PPDS) integrated into SAP S/4HANA. New demand-driven material requirements planning (MRP). New dashboards for manufacturing process tracking are available.
- **New functions for process manufacturing**
A new make-to-stock production is available for process manufacturing. Notably with co- and by-products, silo materials and more.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 2/25	EXAMPLE	CUSTOMER REFERENCE			

Quality Inspection

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access [Process Discovery solution »](#)

Value Drivers

- **Reduce manufacturing cycle time**
by seamlessly integrating quality monitoring and tracking in the manufacturing cycle
- **Reduce rework cost**
by streamlining quality processes - whether in the lab or on the shop floor - to become more standardized and efficient
- **Reduce warranty cost**
by using cost-effective, integrated quality inspection procedures to improve output quality

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. Nonconformance management and SAP Fiori analytical apps for quality management are now available.

Further Information

Details

Capability details »

Related SAP Fiori apps »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 3/25	EXAMPLE	CUSTOMER REFERENCE			

Production Control

SAP S/4HANA Capability Description

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



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce manufacturing cycle time**
by ensuring optimal resource assignments
- **Improve on-time delivery performance**
by flexibly adjusting capacity planning to demand
- **Reduce revenue loss due to fulfillment issues**
by using real-time information to control your production and thus reduce 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; 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

Capability
details »

Video

SAP Internet of
Things driven
supply chain »

Additional SAP products

SAP Manufacturing Execution »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 4/25	EXAMPLE	CUSTOMER REFERENCE		

Outsourced Manufacturing

SAP S/4HANA Capability Description

Manage outsourced manufacturing, subcontracting and external operations through own or 3rd party components. Deliver components to the vendor, provide component inventory visibility at subcontractor, and settle component consumption at goods receipt.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce total manufacturing cost**
by outsourcing noncore activities within your business network
- **Improve on-time delivery performance**
by providing an electronic data interchange infrastructure
- **Reduce manufacturing direct labor cost**
by leveraging just-in-time subcontractors based on real-time information within your business network

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

Additional SAP products

Capability
details »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION

FINDINGS

RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS

ADDITIONAL CAPABILITIES

DETAILS 5/25

EXAMPLE

CUSTOMER REFERENCE

Material Requirements Planning

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

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

What's new in SAP S/4HANA

- **New material requirements planning cockpit**
The whole material requirements planning cockpit has been renewed and redesigned.
- **SAP Fiori app for exception-based processing**
Support for exception-based processing by means of new SAP Fiori apps that show the issues to be resolved by the respective roles in the role-based work environment for production operators, production supervisors, production planners, and production engineers
- **Optimized performance**
Performance optimization of material requirements planning (MRP) functionality by using the SAP HANA database

Further Information

Details

[Capability details »](#)
[Related SAP Fiori apps »](#)
[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 6/25	EXAMPLE	CUSTOMER REFERENCE		

Capacity Planning

SAP S/4HANA Capability Description

Help ensure the feasibility of production plans with integrated production scheduling. Gain a real-time view of inventory, capacity, and material flow.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce days in inventory**
by integrating scheduling and execution to gain a consistent, real-time view of inventory and product data
- **Reduce manufacturing cycle time**
by instantly adapting production schedules to current plant conditions
- **Improve on-time delivery performance**
by responding quickly to new demands and adapting to plant conditions

What's new in SAP S/4HANA

- **New visualization**
The visualization of the production plan is enriched with further important details, indicators and edit functionalities
- **Enhancement on planning**
Ability to adjust the production plan due to production backlog (overdue orders) and more flexible search options with additional filters across the apps
- **New demand driven MRP**
Internal Sales Representative (Subscription Order Management)

Further Information

Details

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

Make-to-order production planning and
scheduling »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 7/25	EXAMPLE	CUSTOMER REFERENCE	

Just-in-Time Manufacturing

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Improve on-time delivery performance**
by monitoring production supply in real time
- **Reduce days in inventory**
by optimizing inventory levels to meet customer demand
- **Reduce revenue loss due to stock-outs**
by replenishing 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. Just-in-time supply to customer from stock is now available.
- **Non-automotive customers**
This functionality becomes available also for non-automotive customers with SAP S/4HANA.
- **Just-In-Time (JIT) supply to production and to customer enhancements**
To production: You can e.g. map control cycles to communication group for external replenishment from a supplier. There are also more replenishment control options available. To customer: You can now track components, component groups assigned to JIT calls. You can maintain delivery sequences to ensure that deliveries in response to sequenced JIT calls.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 8/25	EXAMPLE	CUSTOMER REFERENCE			

Work Permit and Isolations Management

SAP S/4HANA Capability Description

Controlling maintenance work through clear safety instructions and permits



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by enabling streamlined work order planning and execution, including effective safety measures
- **Reduce asset maintenance cost**
by enabling streamlined work order planning and execution, including effective safety measures
- **Reduce un-planned downtime or outages**
by controlling maintenance work through permits and lock-out / 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

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 9/25	EXAMPLE	CUSTOMER REFERENCE	

Manufacturing Analytics

SAP S/4HANA Capability 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.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce revenue loss due to stock-outs**
by using real-time alerts based on production bottlenecks, such as time or component delays, to reduce shortfalls
- **Reduce total manufacturing cost**
by leveraging out-of-the-box analytics to create your own reports
- **Increase revenue growth with better product personalization**
by leveraging out-of-the-box analytics for key manufacturing figures, amounts, and product specifications

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.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 10/25	EXAMPLE	CUSTOMER REFERENCE			

Quality Improvement

SAP S/4HANA Capability Description

Enable quality improvement through more visible key performance indicators. Improve your processes and products by gaining better insights into your quality-related data and thereby reach your corporate quality goals.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce total manufacturing cost**
by improving quality monitoring and control across the manufacturing function
- **Improve customer satisfaction**
by reducing quality issues and increasing responsiveness
- **Reduce risk of quality non-compliance**
by increasing operational transparency

What's new in SAP S/4HANA

- **Improved processes**
The quality improvement related processes have been optimized and enhanced. 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. Nonconformance management is now available.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Predictive quality »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS				
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 11/25	EXAMPLE	CUSTOMER REFERENCE	

Product Structure

SAP S/4HANA Capability 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.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce engineering change cost**
by leveraging enhancements in product structure management
- **Reduce engineering change cost**
by leveraging enhancements in product structure management

What's new in SAP S/4HANA

- **Migration of classic bills of materials (BOMs) and routings for unitized materials**
This feature enables you to migrate your classic bills of materials (BOMs) and routings for unitized materials into unitized version-controlled BOMs and routings used in SAP S/4HANA Manufacturing for production engineering and operations (PEO).
- **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. 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

Capability
details »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION

FINDINGS

RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS

ADDITIONAL CAPABILITIES

DETAILS 12/25

EXAMPLE

CUSTOMER REFERENCE

Quality Planning

SAP S/4HANA Capability Description

Support sophisticated quality planning from the start. Ensure the quality of your products, processes, and services right from the start.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce total manufacturing cost**
by embedding quality engineering in the product design process
- **Improve customer satisfaction**
by reducing quality issues and increasing responsiveness
- **Reduce rework cost**
by improving 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

[Capability details »](#)
[Related SAP Fiori apps »](#)
[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 13/25	EXAMPLE	CUSTOMER REFERENCE					

Demand-Driven Replenishment

SAP S/4HANA Capability 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.



Usage intensity

New

Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce revenue loss due to stock-outs**
by replenishing inventory based on customer demand and reducing shortages across the supply chain
- **Reduce revenue loss due to stock-outs**
by replenishing inventory based on customer demand and reducing shortages across the supply chain
- **Improve on-time delivery performance**
by replenishing buffers based on consumption logic and make clear replenishment priorities to production and procurement

What's new in SAP S/4HANA

- **New demand-driven material requirements planning (MRP) embedded in SAP 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

Capability
details »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 14/25	EXAMPLE	CUSTOMER REFERENCE			

Kanban Manufacturing

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce total manufacturing cost**
by supporting lean execution principles based on standardized pull processes and tight integration of lean IT execution
- **Reduce manufacturing cycle time**
by helping to ensure optimal resource commitments and continuous process improvements
- **Reduce inventory carrying cost**
by determining production supply according to the actual customer demands

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.
- **New replenishment strategy**
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

Additional SAP products

Capability
details »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION FINDINGS RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS ADDITIONAL CAPABILITIES DETAILS 15/25 EXAMPLE CUSTOMER REFERENCE

Constraint-Based Production Planning

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce days in inventory**
by integrating scheduling and execution to gain a consistent, real-time view of inventory and product data
- **Reduce revenue loss due to stock-outs**
by improving flexibility through fast and responsive production planning closely linked to manufacturing execution
- **Reduce manufacturing cycle time**
by transitioning from infinite to finite planning and instantly identifying production bottlenecks

What's new in SAP S/4HANA

- **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.
- **Predictive material requirements planning**
Simulate potential capacity & planning issues, before they arise and fix it, before material requirements planning creates the orders.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 16/25	EXAMPLE	CUSTOMER REFERENCE			

Health and Safety Management

SAP S/4HANA Capability Description

Reduce risks by taking a proactive approach to health and safety management



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by proactively identifying and mitigating safety risks to ensure production processes run more smoothly and equipment is more reliable
- **Increase employee engagement**
by providing clear instructions to workers so that they can take proper action to control risks
- **Reduce EH&S penalties and fines**
by identifying hazards, implementing controls, and managing tasks to reduce risk and ensure compliance with health and safety management

What's new in SAP S/4HANA

- **Detailed analysis of materials and chemicals in stock**
Core data services views for detailed analysis of materials and chemicals in stock have been made available, including greenhouse gas classification and reflecting hazardous ingredients.
- **New and enhanced SAP Fiori Apps**
The SAP Fiori-based user experience has been extended with two new apps manage incidents, manage incident summary reports. Many more have been enhanced, e.g. related to import compliance, tasks and risks.

Further Information

Details

Video

Capability
details »

Related
SAP Fiori apps »

SAP Environment,
Health, and Safety
Management »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 17/25	EXAMPLE	CUSTOMER REFERENCE			

EHS Incident Management

SAP S/4HANA Capability Description

Identifying, reporting and resolving safety issues and learning from incidents



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by proactively addressing safety issues to help ensure that production processes run more smoothly and equipment is more reliable
- **Reduce EH&S penalties and fines**
by accelerating the processing of daily incident management data for detailed analysis of incident, injury, and illness data
- **Increase employee engagement**
by encouraging employee participation so that they can have a voice and help create a culture of safety

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

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 18/25	EXAMPLE	CUSTOMER REFERENCE			

Environment Management

SAP S/4HANA Capability Description

Reduce your environmental impact with comprehensive environment management



Industry popularity

Value Drivers

- **Reduce total manufacturing cost**
by understanding and planning for regulatory and emissions risk management
- **Reduce EH&S penalties and fines**
by meeting regulatory, industry, and corporate needs for emissions and other environmental regulations
- **Reduce lost time accidents**
by recording deviations and taking corrective action

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.
- **Emissions forecasting capability**
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.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 19/25	EXAMPLE	CUSTOMER REFERENCE			

Management of Change

SAP S/4HANA Capability Description

Managing operational changes with thorough review, risk mitigation, and documentation approval



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by planning and monitoring all necessary actions related to a change
- **Reduce un-planned downtime or outages**
by planning and monitoring all necessary actions related to a change
- **Reduce asset maintenance cost**
by planning and executing 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.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 20/25	EXAMPLE	CUSTOMER REFERENCE			

Production Processes

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce time to market for new products**
by using granular recipe/routing information to accelerate hand-over
- **Reduce engineering change cost**
by using enhancements in product structure management
- **Optimize research and development expense**
by using enhancements in product structure management

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 it is easier to access them.
- **Improved processes and visualization**
Structured engineering processes are available and 3D visualization is possible.

Further Information

Details

Additional SAP products

Capability
details »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 21/25	EXAMPLE	CUSTOMER REFERENCE			

Repetitive Manufacturing

SAP S/4HANA Capability 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.



Industry popularity

Value Drivers

- **Reduce manufacturing cycle time**
by automating data capture and integration into associated business processes
- **Improve demand forecast accuracy**
by flexibly adjusting production to market demand
- **Reduce inventory carrying cost**
by providing increased visibility of exact line-side stock

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 with embedded production planning and demand scheduling**
The material requirements planning cockpit has been completely redesigned. Production planning and demand scheduling has been embedded in SAP S/4HANA.

Further Information

Details

Additional SAP products

Capability
details »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 22/25	EXAMPLE	CUSTOMER REFERENCE			

Extended Production Engineering

SAP S/4HANA Capability 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

- **Reduce time to market for new products**
by creating dramatic efficiencies that accelerate innovation and expedite production operations
- **Reduce total manufacturing cost**
by seamlessly integrating design, process planning, and manufacturing change management collaboration capabilities
- **Reduce rework cost**
by validating production processing through system checks and visual, engineering model-assembly simulation

What's new in SAP S/4HANA

- **Additional production engineering and operations (PEO) features in the SAP 3D Visual Enterprise Manufacturing Planner**
You can now use a range of new PEO-specific features in the SAP 3D Visual Enterprise Manufacturing Planner.
- **Simplified user interface and analytics**
The user interface has been simplified and streamlined. Analytics capacities have been optimized and simplified.
- **Structured handover between bills of material**
New functionality which allows a structured handover from development bill of material (BOM) to manufacturing bill of material (BOM).

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 23/25	EXAMPLE	CUSTOMER REFERENCE			

Extended Production Operations

SAP S/4HANA Capability 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.

New

Industry popularity

Value Drivers

- **Reduce manufacturing cycle time**
by prioritizing operations based on product and material availability and reducing idle time
- **Reduce days in inventory**
by improving the flow of raw materials and consuming materials at an operational level
- **Reduce total logistics cost**
by proactive resolution of issues

What's new in SAP S/4HANA

- **Core data services views for shop floor control**
Several CDS (Core Data Services) views to manage data for shop floor control have now been released.
- **Production engineering & operations and new embedded scenario**
Production engineering & operations (PEO) is fully embedded in SAP S/4HANA for enhanced functionalities like three-dimensional (3D) models, embedded instructions, signoff procedures and change logs. The new embedded scenario can cover complex manufacturing scenarios.
- **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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

SAP Manufacturing Execution »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES			DETAILS 24/25	EXAMPLE	CUSTOMER REFERENCE		

Extended Production Scheduling

SAP S/4HANA Capability Description

Deliver on time, every time, by integrating planning, scheduling, and execution, considering finite capacity, sequencing, setup, and material availability

New

Industry popularity

Value Drivers

- **Reduce days in inventory**
by integrating planning, scheduling, and execution to gain a real-time view of inventory, capacity, and material flow
- **Reduce manufacturing cycle time**
by creating feasible production schedules by considering finite capacity, sequencing, setup, and material availability

What's new in SAP S/4HANA

- **Plan & schedule with reference to capacity constraints**
Create feasible production schedules to meet specific production planning and sequencing needs
- **Leverage simplified data structure**
Process data related to material, transportation- and production capacities in a non-redundant, real-time, performance-friendly way
- **Improve heuristical planning models with the help of optimizing algorithms**

Further Information

Details

Capability
details »

Video

SAP S/4HANA
Manufacturing
solutions »

[Back to innovation overview »](#)

Predictive Material and Resource Planning

SAP S/4HANA Capability Description

Simulate production to evaluate material and capacity requirements.

New

Industry popularity

Value Drivers

- **Reduce revenue loss due to stock-outs**
by evaluating capacity, production, purchasing, and internal material flow in production plants on a detailed level
- **Reduce manufacturing cycle time**
by resolving capacity and material gaps in a plant before they occur
- **Improve demand forecast accuracy**
by supporting mid- and long-term demand scenario simulation

What's new in SAP S/4HANA

- **Solve capacity constraints**
Predict and simulate capacity constraints based of the current MRP result, and solve material gaps before they occur.
- **New user experience**
Native SAP Fiori Experience throughout the whole process.

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	----------------------	------------------	-----------------	------------	----------------------------

INTRODUCTION

FINDINGS

RECOMMENDATIONS

CUSTOMER-SPECIFIC RECOMMENDATIONS

ADDITIONAL CAPABILITIES

DETAILS

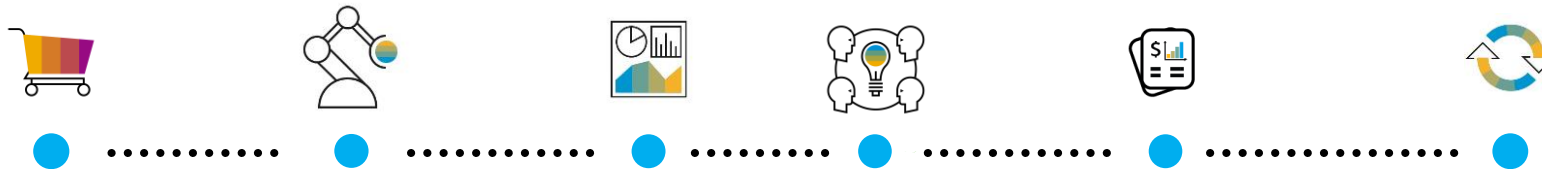
EXAMPLE

CUSTOMER REFERENCE

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
INTRODUCTION		FINDINGS	RECOMMENDATIONS							
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE			
<div><div>Company</div><div>Isgec Hitachi Zosen Ltd. (IHZL)</div><div>Headquarter</div><div>Gujarat, India</div><div>Website</div><div>www.isgec.com /processequipment /ba-pe-hitachi.php</div><div>Industry</div><div>Mill products</div><div>Products and Services</div><div>Manufacture of critical equipment for refinery, fertilizer, and petrochemical industries</div><div>Employees</div><div>4,000</div><div>Revenue</div><div>US\$450 million</div><div>SAP® Solutions</div><div>SAP S/4HANA®, SAP Fiori® apps</div></div>			<div><div>Before: Challenges and Opportunities</div><div><ul style="list-style-type: none">Accurately track the availability of material for made-to-order productsMigrate from an Oracle-based PowerTerm solution for better insight into financial and procurement operationsGain better control over inventory using live tracking and valuationReduce supply chain risk and the risk of procurement errors</div><div>Why SAP and KPIT Technologies</div><div><ul style="list-style-type: none">SAP S/4HANA for a single source of data on inventory turnover, material flow, and stock transfersSAP Fiori apps for an any-device, mobile-first, role-based user experience that simplifies employee engagement and boosts productivityFaster project completion with expertise and best practices from KPIT Technologies</div><div>After: Value-Driven Results</div><div><ul style="list-style-type: none">Optimized supply chain with real-time inventory visibility, from purchase requisition to goods receiptFaster production using touch-screen technology that allows workers to order consumables instantlyImproved visibility of raw-material consumption and goods-in-transit stockBetter non-destructive testing quality controls using automated monitoring and reporting</div></div>				<div><div>50%</div><div>Reduction in manufacturing cycle time</div><div>30%</div><div>Reduction in order lead time</div><div>50%</div><div>Faster material requirements planning</div></div>			
<div><div>“Real-time intelligence helps us eliminate errors and reduce risk.”</div><div>Harbir Singh, Head of Operations, Isgec Hitachi Zosen Ltd.</div></div>										
<div>Studio SAP 52037enUS (17/10) This content is approved by the customer and may not be altered under any circumstances.</div>										

OPTIMIZE ASSET MANAGEMENT:



Reduce Unplanned Downtime Or Outage

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



Reduce Asset Data Management Cost

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

[Go to findings »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS

Asset Management: Your Current Process Performance in SAP ERP System “PRD”



	Notification creation	Work order creation	Work order release	Work order completion	Work order settlement
<div>Value Drivers:</div> <div><div></div><div>Reduce Unplanned Downtime Or Outage</div></div> <div><div></div><div>Reduce Asset Data Management Cost</div></div>	<div>3.921</div> <div>Notifications open and overdue »</div> <div>0%</div> <div>Notifications automatically created »</div>	<div>1</div> <div>Work orders created not released »</div> <div>60%</div> <div>Work orders automatically created »</div>	<div>0 days</div> <div>Lead time: Work order creation to release »</div> <div>784</div> <div>Work orders released not completed »</div>	<div>No data</div> <div>Lead time: Work order release to completion</div> <div>No data</div> <div>Lead Time: Notification creation to completion</div>	<div>51</div> <div>Work orders not settled »</div>
<div>How SAP helps:</div> <div>Build an intelligent enterprise with recommended SAP S/4HANA capabilities.</div> <div>All innovation recommendations »</div>			<div>Maintenance Execution »</div> <div>Maintenance Planning and Scheduling »</div> <div>Multiresource Planning and Scheduling »</div> <div>Maintenance Safety and Permit to Work »</div>	<div>Health & Safety »</div>	<div></div>

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 1/7

Total number of notifications open & overdue

Findings and Benchmark

What we measured

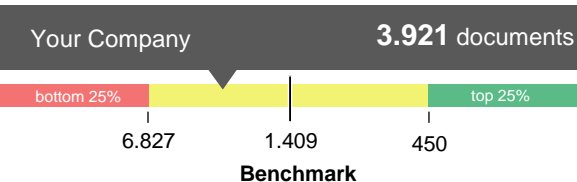
3.921 documents

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 »](#)

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
125	297	348	1.974	1.177
3%	8%	9%	50%	30%

Top 5 Plants:

Plant	Documents	Percent
F39 Factory CIS	2.273	58%
F27 Factory France I	471	12%
F29 Factory Netherlands	92	2%
F44 Factory USA IV	6	0%
F43 Factory Indonesia	1	0%

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)

[Back to Overview »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 2/7

Notifications automatically created

Findings and Benchmark

What we measured

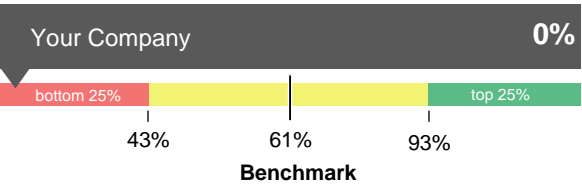
0%

Notifications automatically created

Share of PM/CS orders created last week by system/communication users.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation

Details

What we measured

Top 3 Plants:

Plant		Total Items	Automation Rate
F39	Factory CIS	92	0%
F27	Factory France I	47	0%
F29	Factory Netherlands	18	0%

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 »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 3/7

Work orders in phase created

Findings and Benchmark

What we measured

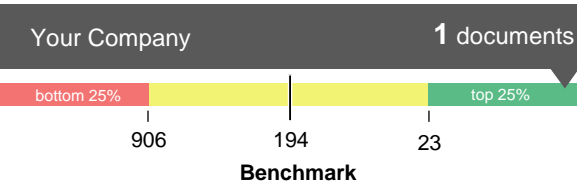
1 documents

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	1	0	0	0
0%	100%	0%	0%	0%

Top 1 Plant:

Plant	Documents	Percent
F39 Factory CIS	1	100%

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)

[Back to Overview](#) »

Work orders automatically created



Findings and Benchmark

What we measured

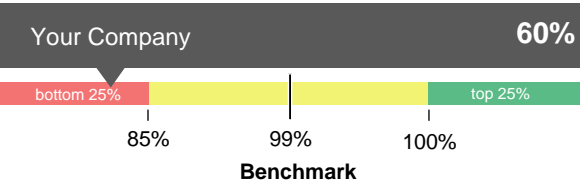
60%

Work orders automatically created

Share of PM/CS notifications created last week by system/communication users.

[Learn more »](#)

Consumer Products Industry Benchmark*:



* Data from SAP customers using automation



Details

What we measured

Top 3 Plants:

Plant		Total Items	Automation Rate
F39	Factory CIS	96	94%
F27	Factory France I	40	0%
F29	Factory Netherlands	24	0%



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 »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 5/7

Lead time: Work order creation to release

Findings and Benchmark

What we measured

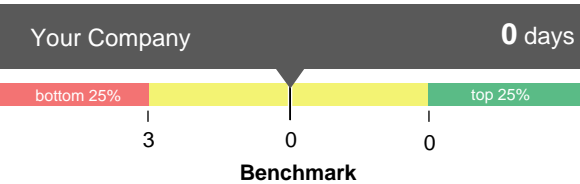
0 days

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](#) »

Consumer Products Industry Benchmark:



Details

What we measured

Top 3 Plants:

Plant		Total Items	Days
F39	Factory CIS	96	0
F27	Factory France I	40	0
F29	Factory Netherlands	24	0

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)

[Back to Overview](#) »

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 6/7

Work orders in phase released

Findings and Benchmark

What we measured

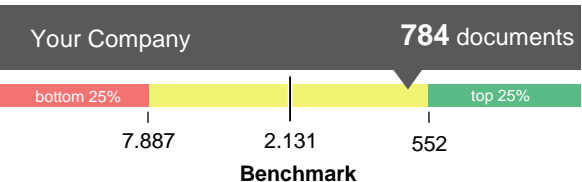
784 documents

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:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
248	0	52	484	0
32%	0%	7%	62%	0%

Top 3 Plants:

Plant	Documents	Percent
F39 Factory CIS	541	69%
F29 Factory Netherlands	135	17%
F27 Factory France I	108	14%

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)

[Back to Overview »](#)

INTRODUCTION

FINDINGS

RECOMMENDATIONS

OVERVIEW

DETAILS 7/7

Work orders not settled

Findings and Benchmark

What we measured

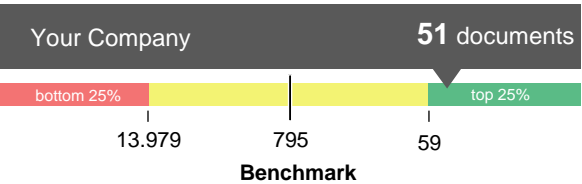
51 documents

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:



Details

What we measured

Aging Distribution:

0-3 months old	3-6 months old	6-12 months old	1-3 years old	3+ years old
0	1	2	48	0
0%	2%	4%	94%	0%

Top 1 Plant:

Plant	Documents	Percent
F27 Factory France I	51	100%

Implication

Understand the problem

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

[Back to Overview »](#)

Recommended SAP S/4HANA Capabilities – Based on Your Current SAP Usage











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

SAP S/4HANA CAPABILITIES	YOUR CURRENT USAGE INTENSITY	BASED ON USAGE OF TRANSACTIONS*	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Resource Scheduling	★★★	5	★★★		
Maintenance Planning	★★★	4	★★★★		
Maintenance Execution	★★★	4	★★★★		
Work Permit and Isolations Management	★★★	3	★★★		

* = In addition to the SAP transactions used, we found that custom code transactions were used. For more details, access [Process Discovery solution »](#)

Additional SAP S/4HANA Capabilities *

The table below shows additional SAP S/4HANA capabilities you could benefit from.

SAP S/4HANA CAPABILITIES	INDUSTRY POPULARITY	DETAILS	SAP FIORI APPS
Health and Safety Management	★★★		
EHS Incident Management	★★★		
Environment Management	★★★		
Maintenance Demand Processing	★★★		
Management of Change	★★★		
Asset Spatial Enablement	New		

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

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 1/10	EXAMPLE	CUSTOMER REFERENCE		

Resource Scheduling

SAP S/4HANA Capability Description

Ability to allocate and optimize resources by scheduling the right people, tools, and materials for the right place, time, and purpose. This supports the short-term and long-term scheduling of projects, installations, maintenance, and service activities.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by providing planners comprehensive, real-time, and actionable insights into available capacities, priorities, status, and workload
- **Reduce un-planned downtime or outages**
by maintaining complete control of maintenance activities and providing planners the flexibility to handle malfunctions in real-time
- **Improve overall equipment effectiveness**
by planning activities that are required to make sure that the assets perform their designated function

What's new in SAP S/4HANA

- **Review schedule and enhanced scheduling visualization**
Share a schedule with other colleagues and receive feedback. Show all orders for an asset in a dedicated Gantt chart.
- **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

Capability
details »

Additional SAP products

Related
SAP Fiori apps »

Asset Prediction and Optimization »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES				DETAILS 2/10	EXAMPLE	CUSTOMER REFERENCE	

Maintenance Planning

SAP S/4HANA Capability Description

Ability to plan maintenance tasks in detail including the necessary resources covering the right people, tools, materials, services, documents, permits, and authorizations.



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by providing planners comprehensive, real-time, and actionable insights into available capacities, priorities, status, and workload
- **Reduce un-planned downtime or outages**
by maintaining complete control of maintenance activities and providing planners the flexibility to handle malfunctions in real-time
- **Improve overall equipment effectiveness**
by planning activities that are required to make sure that the assets perform their designated function

What's new in SAP S/4HANA

- **Classify operations into pre-, main-, and post- work and new SAP Fiori apps**
As part of the maintenance planning overview page operations can be classified into pre-, main-, and post-work. Several new SAP Fiori apps are available: e.g. view maintenance schedule for assets. Many more SAP Fiori apps have been enhanced.
- **Improved usability with mass update and SAP Fiori-based frontends**
New 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 presents selected and relevant key performance indicators as well as charts at a glance, including technical failure analysis.

Further Information

Details

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Asset Prediction and Optimization »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS	ADDITIONAL CAPABILITIES		DETAILS 3/10	EXAMPLE	CUSTOMER REFERENCE					

Maintenance Execution

SAP S/4HANA Capability Description

Ability to manage maintenance execution tasks proactively and manage asset information for work orders, maintenance, measurements, inspections, metering, and inventory in order to improve safety, environmental impact, and operational results.



Usage intensity



Industry popularity

For more details, access
[Process Discovery solution »](#)

Value Drivers

- **Reduce asset maintenance cost**
by implementing preventive or condition-based maintenance strategies
- **Reduce un-planned downtime or outages**
by providing easy access to all details required to manage malfunctions on mobile devices
- **Improve overall equipment effectiveness**
by implementing the maintenance activities that are required to make sure that the assets perform their designated function

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

Additional SAP products

Capability
details »

Related
SAP Fiori apps »

Asset Prediction and Optimization »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 4/10	EXAMPLE	CUSTOMER REFERENCE			

Work Permit and Isolations Management

SAP S/4HANA Capability Description

Controlling maintenance work through clear safety instructions and permits



Usage intensity

For more details, access
[Process Discovery solution »](#)



Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by enabling streamlined work order planning and execution, including effective safety measures
- **Reduce asset maintenance cost**
by enabling streamlined work order planning and execution, including effective safety measures
- **Reduce un-planned downtime or outages**
by controlling maintenance work through permits and lock-out / 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

Capability
details »

[Back to innovation overview »](#)

Health and Safety Management

SAP S/4HANA Capability Description

Reduce risks by taking a proactive approach to health and safety management



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by proactively identifying and mitigating safety risks to ensure production processes run more smoothly and equipment is more reliable
- **Increase employee engagement**
by providing clear instructions to workers so that they can take proper action to control risks
- **Reduce EH&S penalties and fines**
by identifying hazards, implementing controls, and managing tasks to reduce risk and ensure compliance with health and safety management

What's new in SAP S/4HANA

- **Detailed analysis of materials and chemicals in stock**
Core data services views for detailed analysis of materials and chemicals in stock have been made available, including greenhouse gas classification and reflecting hazardous ingredients.
- **New and enhanced SAP Fiori Apps**
The SAP Fiori-based user experience has been extended with two new apps manage incidents, manage incident summary reports. Many more have been enhanced, e.g. related to import compliance, tasks and risks.

Further Information

Details

Video

Capability details »

Related SAP Fiori apps »

SAP Environment, Health, and Safety Management »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS 6/10	EXAMPLE	CUSTOMER REFERENCE			

EHS Incident Management

SAP S/4HANA Capability Description

Identifying, reporting and resolving safety issues and learning from incidents



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by proactively addressing safety issues to help ensure that production processes run more smoothly and equipment is more reliable
- **Reduce EH&S penalties and fines**
by accelerating the processing of daily incident management data for detailed analysis of incident, injury, and illness data
- **Increase employee engagement**
by encouraging employee participation so that they can have a voice and help create a culture of safety

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

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES				DETAILS 7/10	EXAMPLE	CUSTOMER REFERENCE	

Environment Management

SAP S/4HANA Capability Description

Reduce your environmental impact with comprehensive environment management



Industry popularity

Value Drivers

- **Reduce total manufacturing cost**
by understanding and planning for regulatory and emissions risk management
- **Reduce EH&S penalties and fines**
by meeting regulatory, industry, and corporate needs for emissions and other environmental regulations
- **Reduce lost time accidents**
by recording deviations and taking corrective action

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.
- **Emissions forecasting capability**
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.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 8/10	EXAMPLE	CUSTOMER REFERENCE		

Maintenance Demand Processing

SAP S/4HANA Capability Description

Create and process any type of work request: for corrective, condition-based, predictive, and prescriptive maintenance.



Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by executing maintenance tasks with access to all the necessary information
- **Reduce un-planned downtime or outages**
by effectively executing all the necessary maintenance tasks required to avoid downtime
- **Improve overall equipment effectiveness**
by effectively meeting all the asset maintenance requirements

What's new in SAP S/4HANA

- **New SAP Fiori apps for the maintenance technician**
New SAP Fiori app for reporting malfunctions enabling immediate repair.
- **Management of maintenance requests from all sources**
Collect and manage maintenance requests coming from SAP Intelligent Asset Management.

Further Information

Details

Capability
details »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	
INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS				ADDITIONAL CAPABILITIES		DETAILS 9/10	EXAMPLE	CUSTOMER REFERENCE		

Management of Change

SAP S/4HANA Capability Description

Managing operational changes with thorough review, risk mitigation, and documentation approval



Industry popularity

Value Drivers

- **Reduce un-planned downtime or outages**
by planning and monitoring all necessary actions related to a change
- **Reduce un-planned downtime or outages**
by planning and monitoring all necessary actions related to a change
- **Reduce asset maintenance cost**
by planning and executing 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.

Further Information

Details

Capability
details »

Related
SAP Fiori apps »

[Back to innovation overview »](#)

Asset Spatial Enablement

SAP S/4HANA Capability Description

Geospatially enable maintenance processes for optimized asset management tasks

New

Industry popularity

Value Drivers

- **Reduce asset maintenance cost**
by geospatial enablement of enterprise asset management (EAM) master data, maintenance orders, and maintenance notifications
- **Improve wrench time**
by speeding up decision-making and increasing efficiency with simple, intuitive, and map-based navigation

What’s new in SAP S/4HANA

- **Leverage built-in Graphical Information System (map) data to optimize maintenance management**
Use simple, intuitive, and map-based navigation to enhance maintenance planning, scheduling and execution
- **Integrate business data with geographical data**
Merge map data with geometry for business objects like equipment, functional location, notification, and work order

Further Information

Details

Video

Additional SAP products

Capability details »

SAP Geographical Enablement Framework »

SAP Asset Manager »

Back to innovation overview »

OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

INTRODUCTION	FINDINGS	RECOMMENDATIONS								
CUSTOMER-SPECIFIC RECOMMENDATIONS			ADDITIONAL CAPABILITIES		DETAILS	EXAMPLE	CUSTOMER REFERENCE			

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 is confirmed on paper, and the asset management system is updated the next day.



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

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

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

OPTIMIZE HUMAN RESOURCES:

This is an additional line of business, which is not part of Spotlight, where we want to share our recommendations with you:

Active usage in your current ERP:

HR Administration

HR Strategy and Planning*

Learning Management

Organizational Management

Payroll and Reimbursement

Rewarding

Talent Acquisition

Talent Management*

Time Management

Workforce Experience Management*

Your usage within the Human Resource area:

We identified transactional usage within your SAP ERP system related to Human Resources areas. These areas are highlighted in **blue** on the left.

The future of Human Resource processes with SAP will run in the Cloud, hence we recommend especially SAP SuccessFactors.

Based on your ERP system usage we made recommendations for Human Resources capabilities.

[Go to Recommendations »](#)

Economic benefits of moving to the Cloud:

Organizations that move to SAP SuccessFactors solutions can realize over 100% ROI over a five-year period by providing a better experience for their employees, reducing operational complexity for Human Resources teams, and avoiding IT and localization costs.

Discover the top benefits of migrating from SAP ERP HCM to SAP SuccessFactors solutions, such as rapid deployment, reduced support, improved flexibility, or lower costs.

[Learn more »](#)

*= These business areas are only available with the new SAP solutions (SAP SuccessFactors, ..) and are not part of SAP ERP

Recommended SAP Capabilities – Based on Your Current SAP Usage

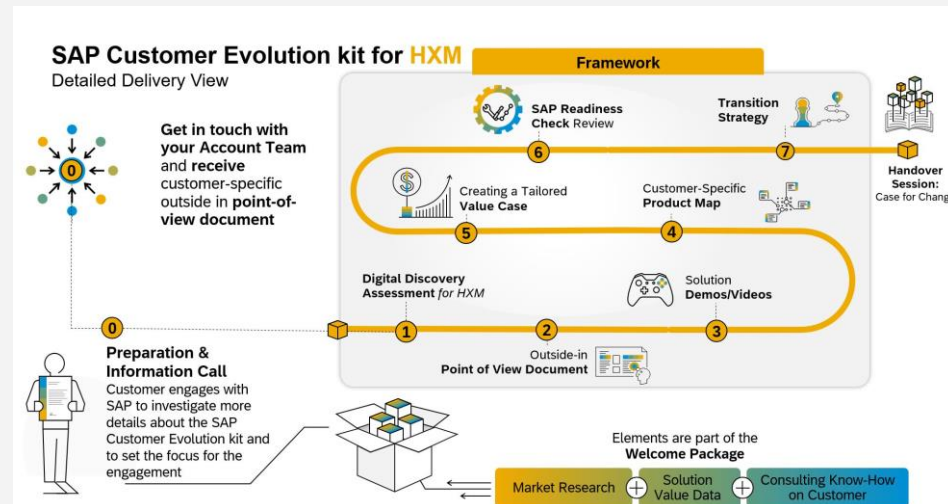
The table below shows SAP capabilities that are enhancing process areas which you are already running.

SOLUTION CAPABILITIES	SAP PRODUCTS	RELEVANCE BASED ON USAGE OF TRANSACTIONS
<u>Employee Administration (SuccessFactors)</u>	<u>SAP SuccessFactors Employee Central core HR</u>	10
<u>Payroll Management (SuccessFactors)</u>	<u>SAP SuccessFactors Employee Central Payroll</u>	8

OPTIMIZE HUMAN RESOURCES:

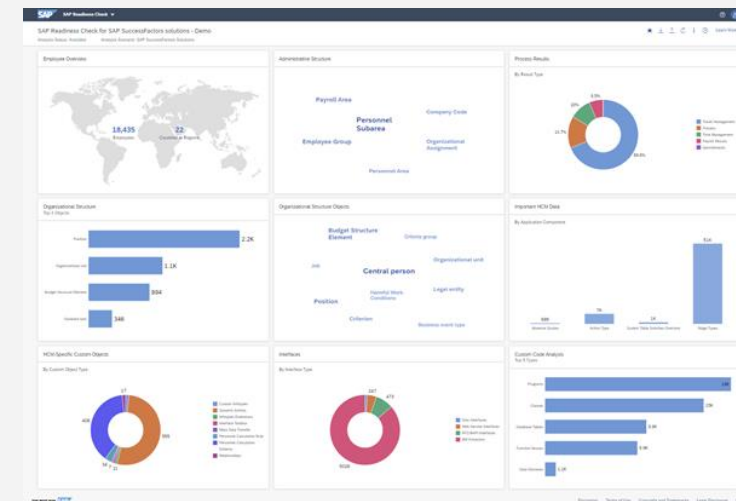
SAP Customer Evolution Kit for HXM

Cost-free, quick, and efficient engagement to accelerate your SAP HCM transformation with SAP SuccessFactors.


[Learn more »](#)
[Register »](#)

SAP Readiness Check for SAP SuccessFactors*

A kick-off point to start planning a transition to SAP SuccessFactors solutions including SAP SuccessFactors Employee Central, by providing an overview of how existing SAP ERP HCM solutions are used and how they have been enhanced.


[Learn more »](#)
[Getting Started »](#)

* = Free of charge for every SAP maintenance customer

INTRODUCTION

SAP SIGNAVIO

RISE WITH SAP

MOVE TO S/4HANA

SUPPORT

SUMMARY

Introduction to the complementary programs and offerings to move to the Intelligent Enterprise

2

WHAT

RISE with SAP

[Learn more »](#)

Applications

Offering that provides Business Transformation as a Service with key components (Cloud Solutions, Platform, Tools).

1

SAP Signavio

To transform processes

[Learn more »](#)

4

SAP Support

Deliverables included in your SAP Enterprise Support

[Learn more »](#)

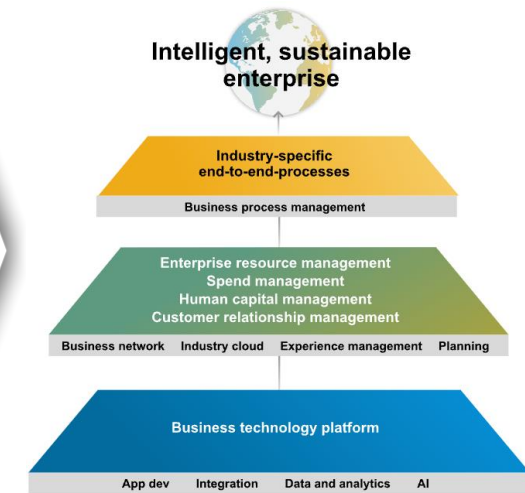
Services, Tools & Assets

Program offering tailored guidance and expertise for a migration from legacy systems into SAP's Intelligent Enterprise.

3

WHY & HOW

SAP One Movement

[Learn more »](#)


SAP Signavio Process Transformation Suite

A cloud-based **process management platform** that gives companies **the ability to understand, improve, and transform all their business processes**:



Process analysis and mining

- End-to-end process analysis for enterprise transformations & operational excellence programs
- Reduce time to insight



Process and journey modelling

- Standardized process and journey management, simulation and modelling
- Bring experience and process excellence together



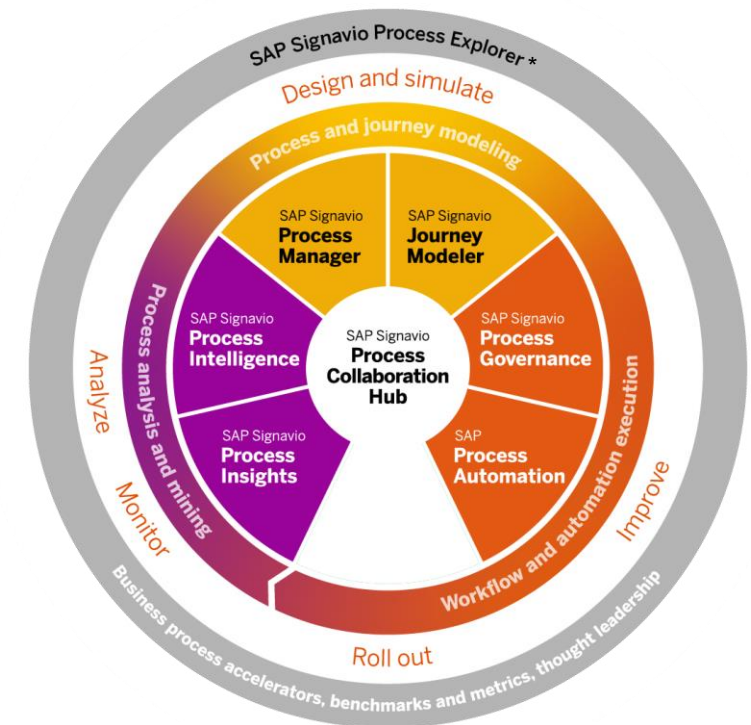
Process governance and automated execution

- Maintain organizational and regulatory compliance of all documented processes
- Increase agility and reduce time to action



Process collaboration

- Stakeholder alignment and active collaboration across departments
- Align across the organization



*SAP Signavio Process Explorer is not yet in general availability, click [here](#) to get updated.

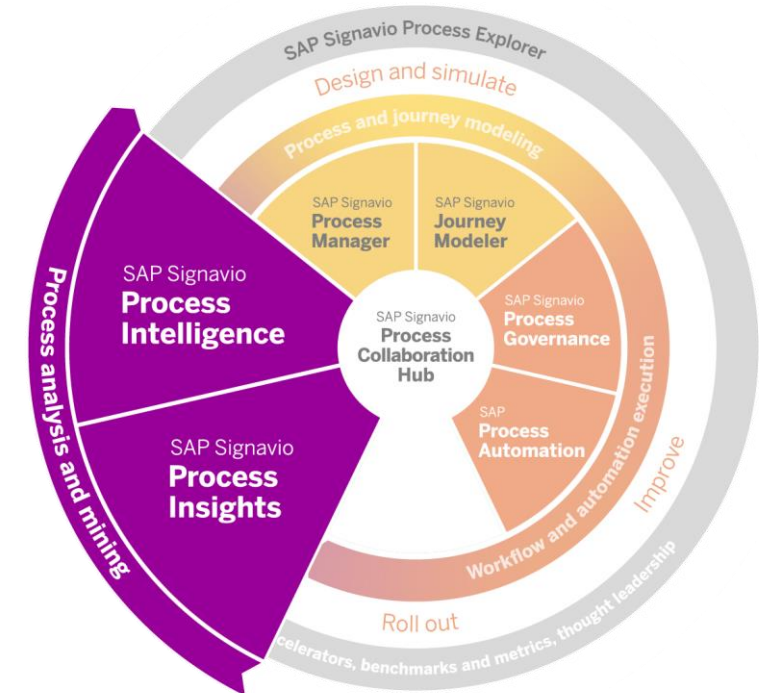
Get the full visibility on your processes with process analysis and mining - 1/3

Challenges:

- Visibility into actual operations
- Inefficiencies in business processes (delays, long lead times)
- Process compliance
- Understanding where in the process is the root cause problem
- Visibility into areas of improvement

Benefits:

- Have visibility into the real process execution and process inefficiencies
- Get recommendations for improvements
- Pinpoint improvement potential and drive transformative changes
- Gain visibility into process paths that lead to cumbersome experiences



Click on the solutions to know more

Fast-track to Value: SAP Signavio Process Insights* - 2/3

SAP Signavio Process Insights is a process analytics solution for business executives, process owners, and transformation centers that provides:



A **quick start** with fast data extraction from SAP ERP environments



Content giving **instant insights** into the **core business processes** of the SAP ERP application



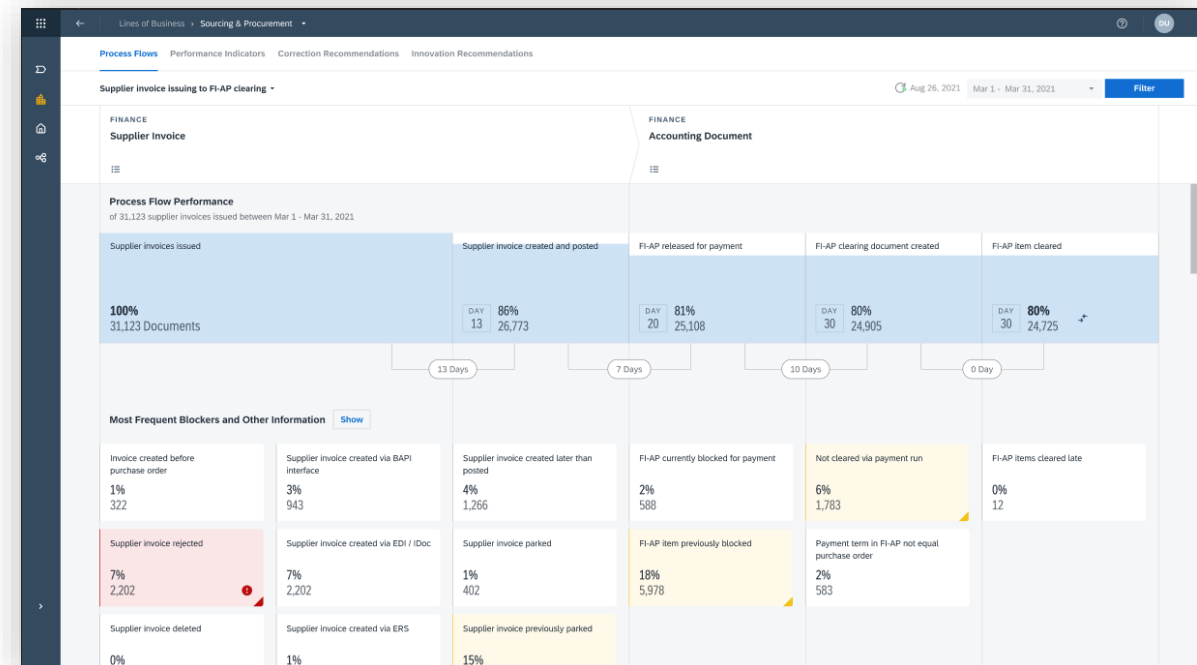
Rapid identification of focus areas with powerful functionality to **drill down** to potential root causes



Recommended **actions and technologies** for **process improvements**



Benchmarking KPIs with industry best practices



* Available for SAP customers only

[Learn more »](#)

Mine your processes with SAP Signavio Process Intelligence - 3/3

Unleash the potential of your process data **reducing time to insights and identifying levers to improve:**



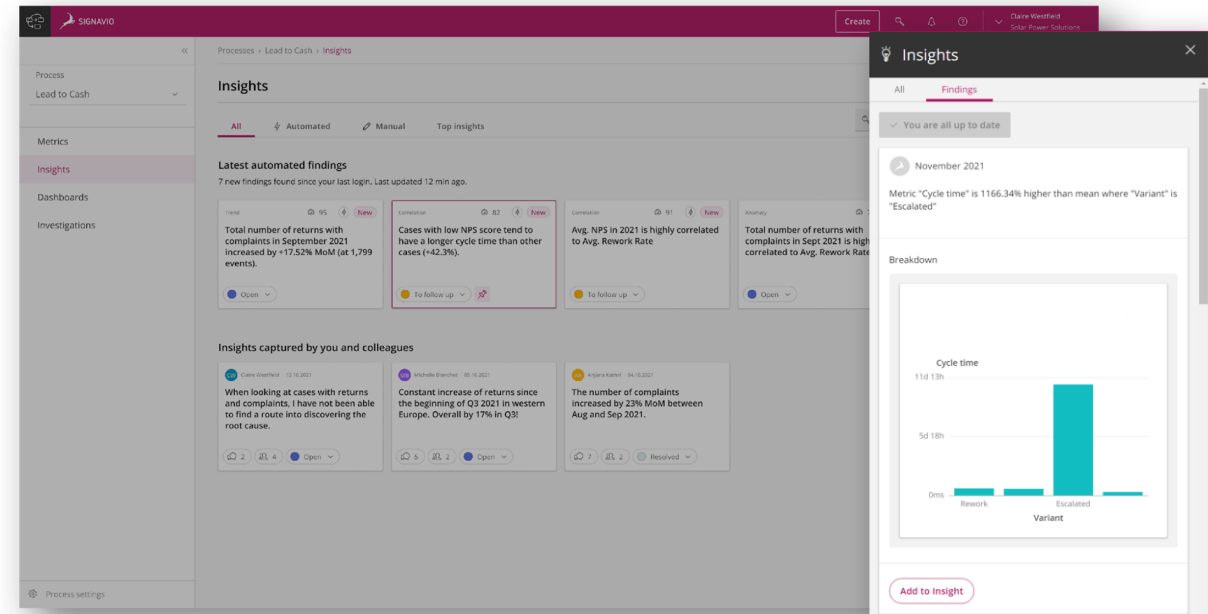
Get full visibility into your process reality
Support internal transformations and efficiency programs.
Improve the way you operate.



Uncover opportunities with process mining
Leverage ready-to-use insights, standard metrics, and powerful data querying capabilities to **uncover process inefficiencies, reducing your time to insights.**



Blend process and experience analytics
Spot inefficiencies and problems hitting top and bottom lines by **blending process and experience analytics** in one single framework.


[Learn more »](#)

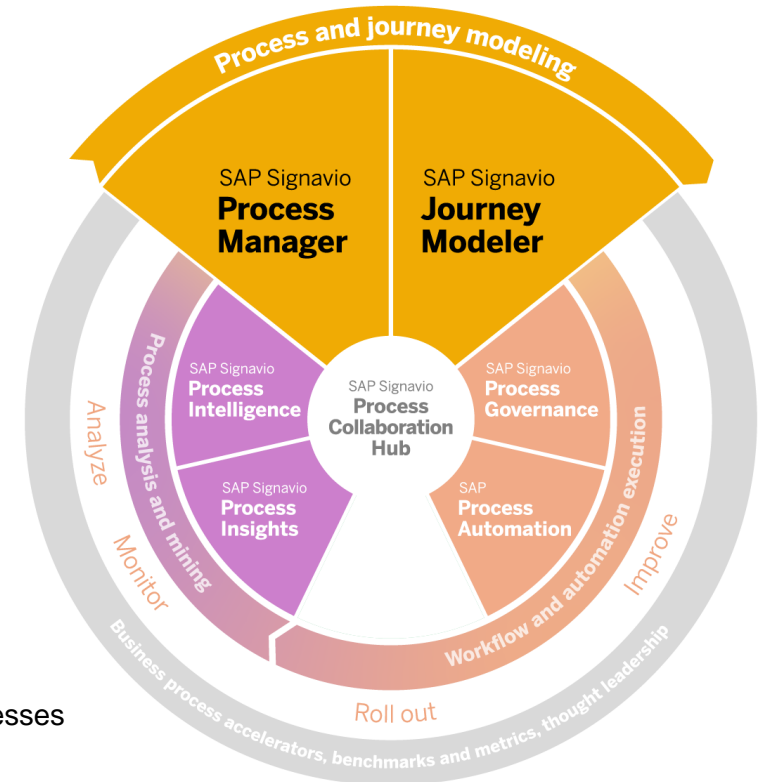
Transform your processes with process and journey modeling - 1/3

Challenges:

- Potential improvements to existing processes to be more efficient
- Achieve broader alignment across the organization
- Transparency into various stages of a customer journey and processes
- Impact of change to the process landscape
- Confidence that processes are being adhered to in a compliant way

Benefits:

- Understand who does what, when and how within a process
- Identify the inputs and outputs of individual processes
- Standardize process practice, ensure high-quality of modeling standards, and educate your organization
- Leverage the wisdom of the crowd and involve key stakeholders in the transformation process
- Visualize the journeys your customers, suppliers, and employees take and the impact your business processes have on their experience
- Understand how changes will impact process outcomes using process simulation



Click on the solutions to know more

Model and simulate your processes with SAP Signavio Process Manager - 2/3

Discover, document, visualize, standardize, collaborate, and optimize your processes **using a cloud-based modeling, repository, and analytics tool**:



Process modeling

Design and model your business processes collaboratively.



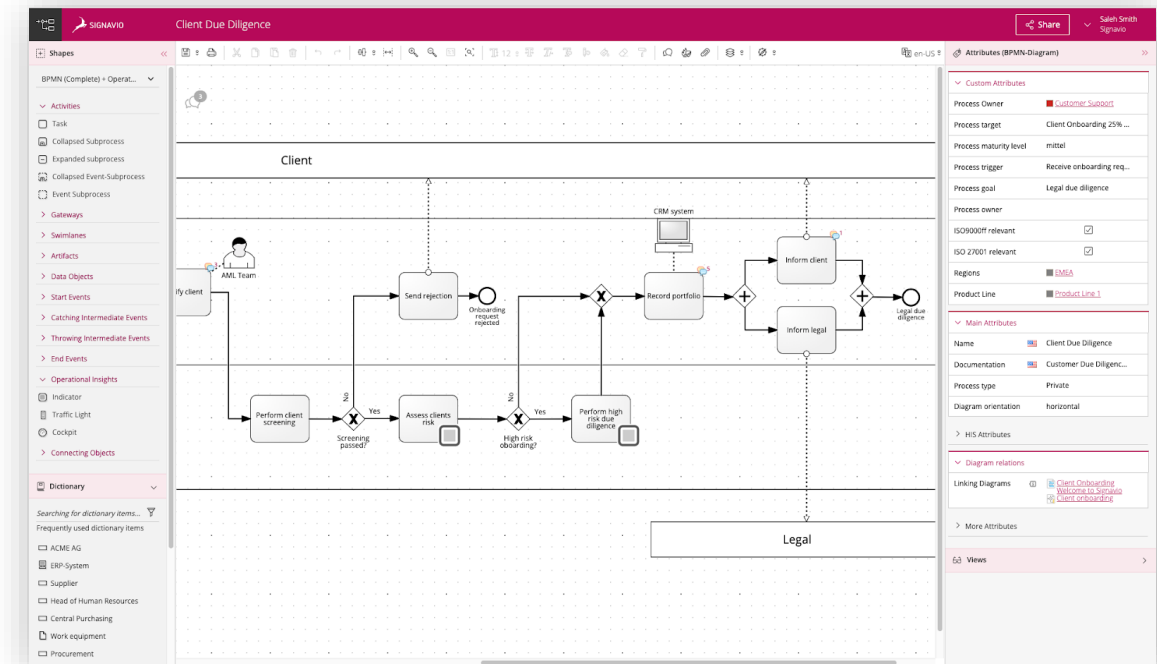
Analysis and simulation

Analyze your processes and mitigate business risks using reports. Simulate the impact of changes prior to implementation.



Transparency

Provide a transparent overview of the process landscape


[Learn more »](#)

Focus on the experience with SAP Signavio Journey Modeler - 3/3

Enabling you to operationalize customer experiences **connecting journeys and processes, metrics, systems, and roles:**



Connect processes with journeys

Integrate operational and experience data with journeys.



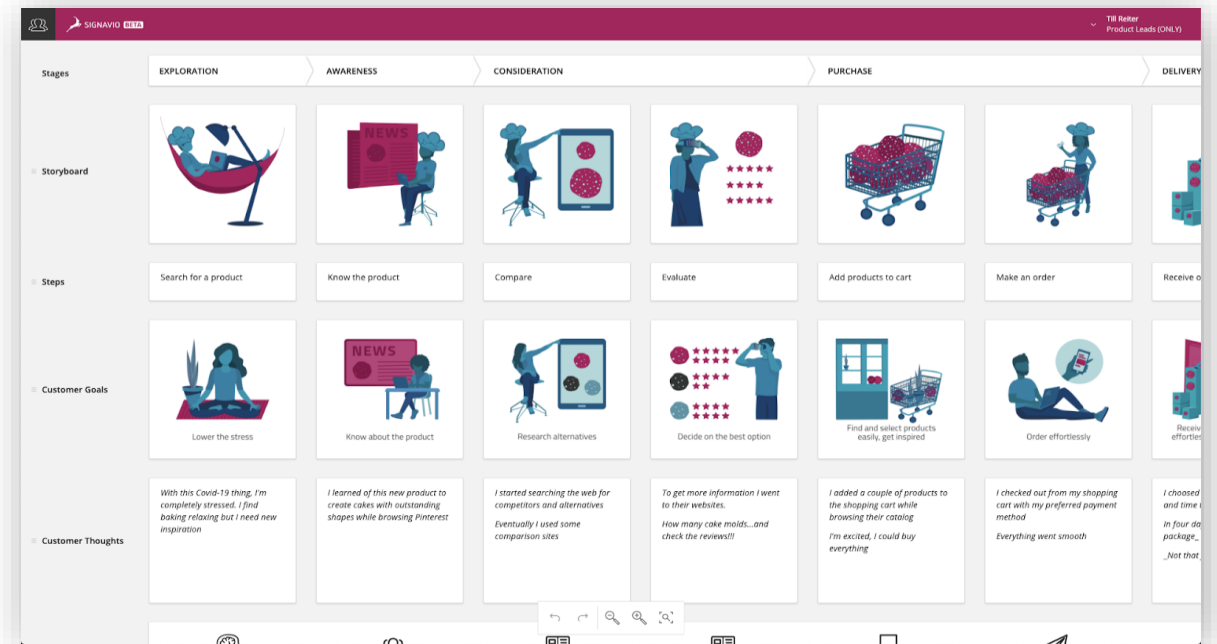
Design journey models

Benefit from an intuitive journey modeling environment.



Comment and collaborate

Collaborate on modeling journeys, get feedback on your journeys, and comment on a single step, a stage, or the whole journey.



[Learn more »](#)

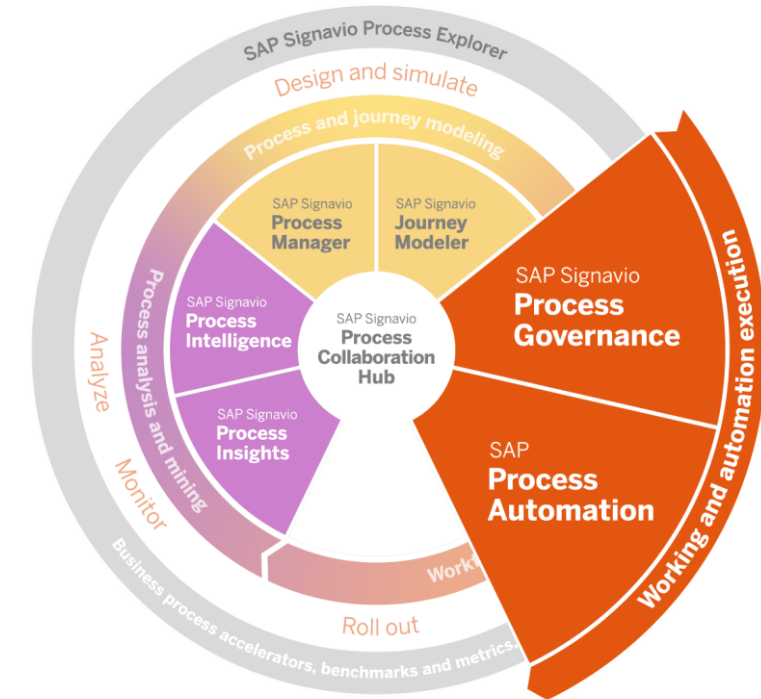
Execute and automate your processes with workflow and automation execution - 1/3

Challenges:

- Definition of overall guidelines of the process management and process control model
- Compliance with internal and external governance requirements and regulatory needs
- Transparency into the maturity of a documented business process and the associated risks
- Error-prone and repetitive manually executed processes

Benefits:

- Maintain organizational and regulatory compliance of all documented processes
- Get approvals from key stakeholders on all documented processes
- Maintain process relevance and maturity with regular process reviews



Click on the solution to know more

Manage and govern your processes and associated content with SAP Signavio Process Governance - 2/3

Lower the cost of change for regulatory requirements:



Process review

Review the critical processes for auditing and compliance.



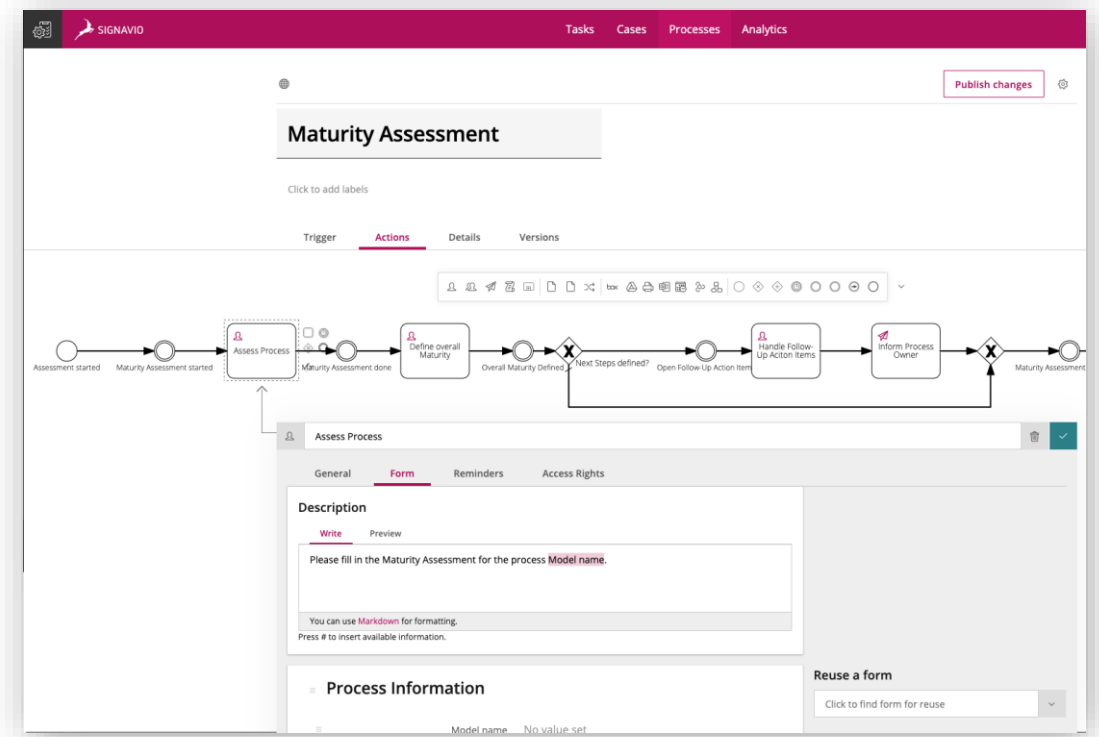
Maturity assessment

Assess the maturity of the processes to find potential for improvement and prepare for auditing.



Process release management

Maintain a compliant and approved process content repository.



[Learn more »](#)

Accelerate automation with a modern no-code experience via SAP Process Automation - 3/3



Build with simplicity

Visually build workflows, automate tasks and decisions, seamlessly integrate with your applications. Jumpstart projects using pre-built content.



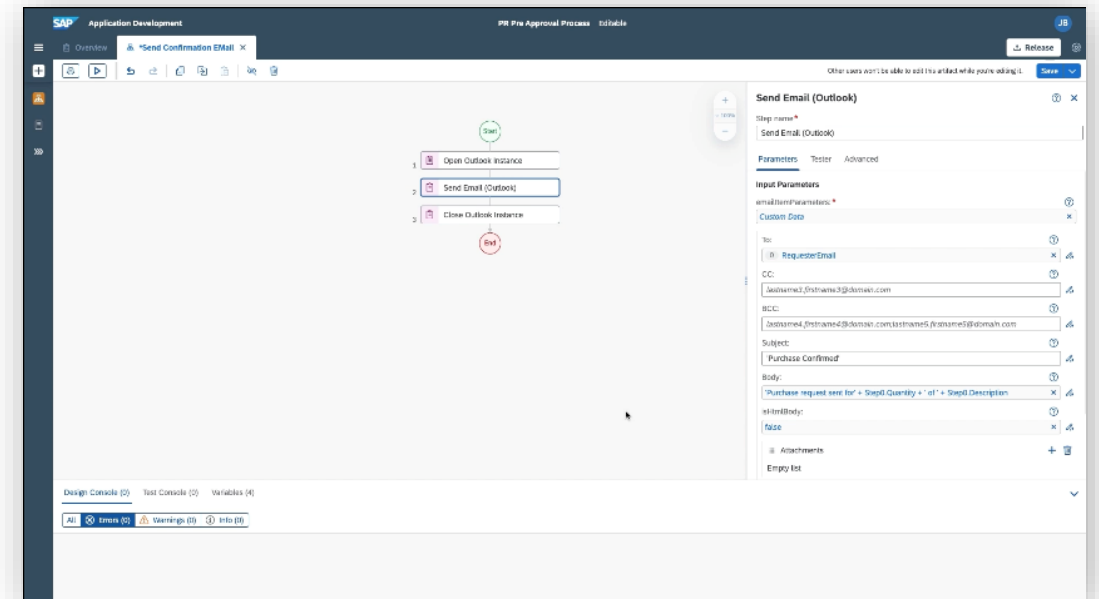
Automate faster

Access workflow management and task automation in one tool. Leverage built-in AI capabilities for decision assistance and document processing



Operate with confidence

Safeguard operations with centralized governance and monitoring. Deploy with confidence on an enterprise-grade platform.


[Learn more »](#)

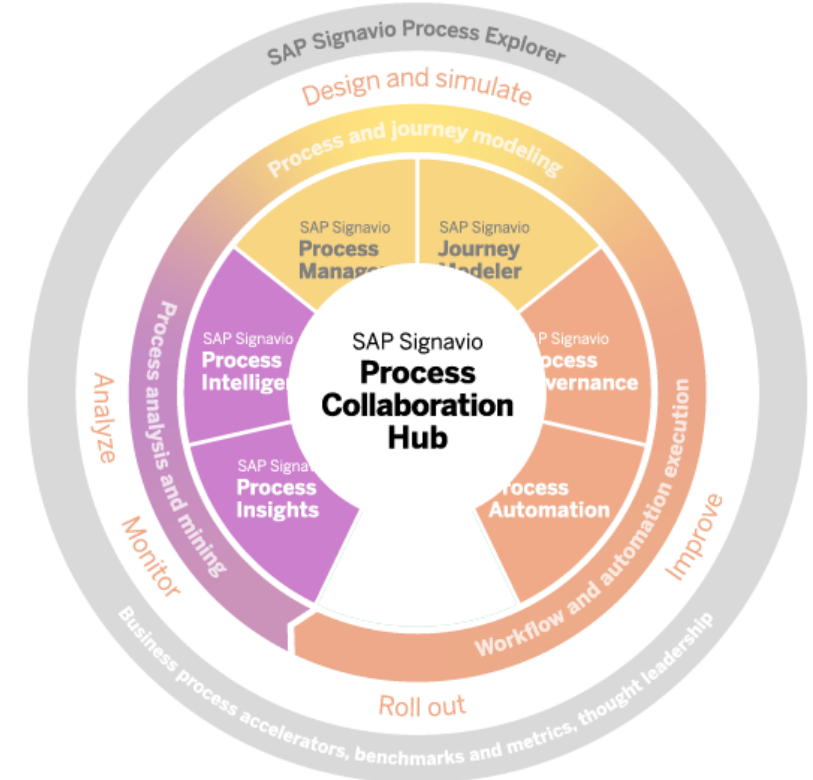
Collaborate on your processes management and innovation with SAP Signavio Process Collaboration Hub - 1/2

Challenges:

- Lack of visibility into and understanding of company-wide and locally defined processes and best practices
- Misalignment on crucial transformation activities in the organization
- Disjointed analysis and identification of local inefficiencies

Benefits:

- Utilize published processes to inform and train employees on process execution
- Align with key stakeholders by sharing process changes and improvements
- Curate process-related content for specific audiences – such as functions and departments
- Have full visibility on your entire process landscape
- Single source of truth for process knowledge



[Click on the solution to know more](#)

Involve your entire organization in transformation with SAP Signavio Process Collaboration Hub - 2/2

Harnessing the wisdom of the crowd in a cloud-native collaboration environment:



Collaboration

Get a 360 View of your process landscape – documented processes with related analysis and key metrics



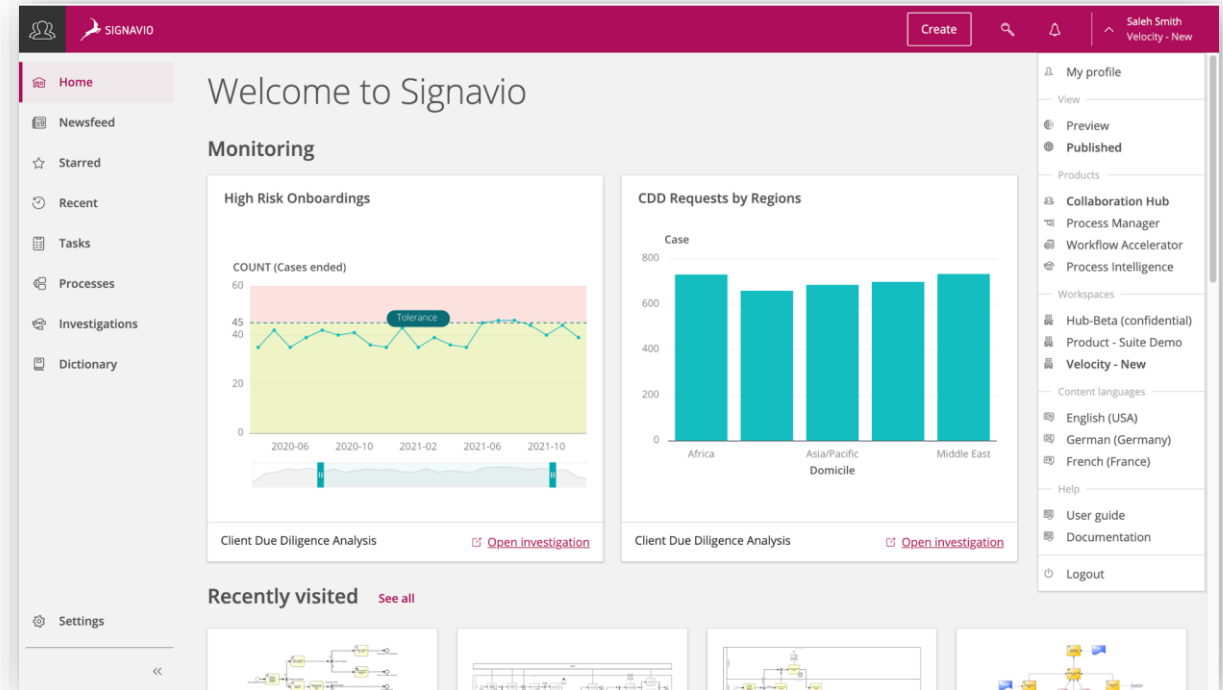
Sharing & communication

Review, publish, and share your process documentation with key stakeholders



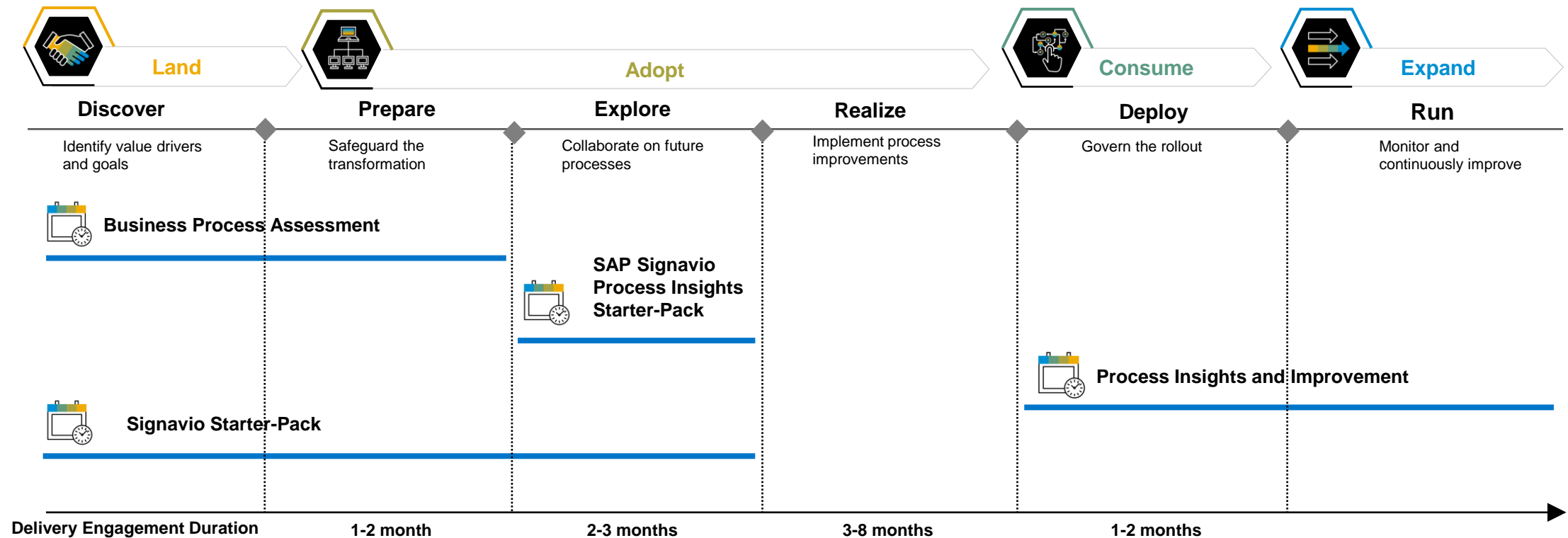
Monitoring

Provide feedback and propose improvements to relevant processes



[Learn more »](#)

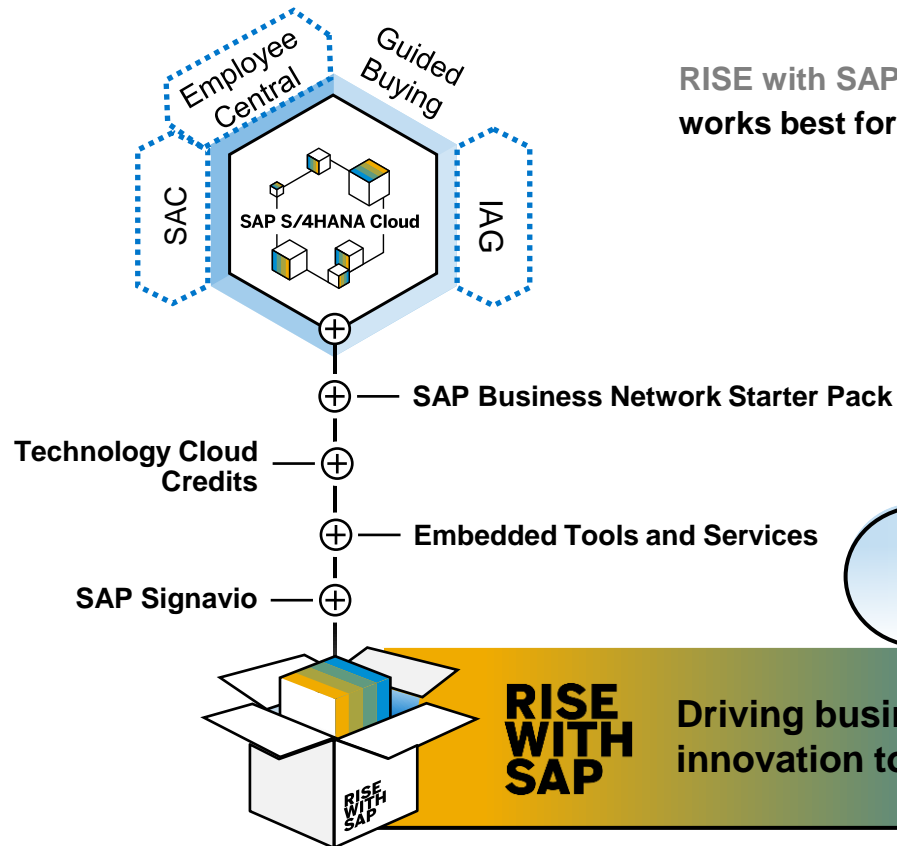
Take Advantage of SAP Signavio Services



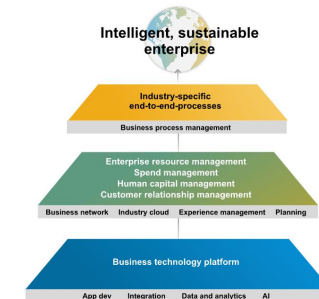
* Based on customer availability delivered as pre-sales activity

[Contact us »](#)

RISE With SAP: Building Your Intelligent Enterprise with the right solutions



RISE with SAP brings together what you need to transform your business in the way that works best for you – regardless of your point of departure or how fast you want to move.

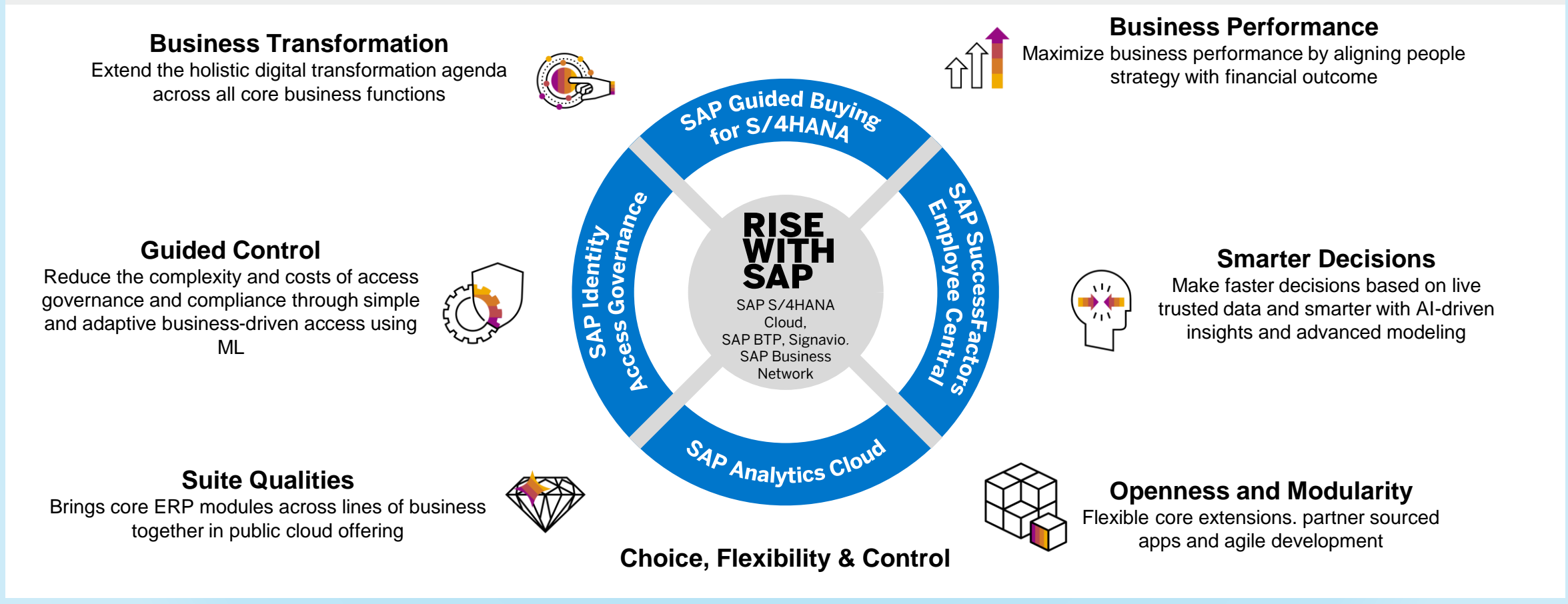


Intelligent Enterprise

[Watch the overview video »](#)

[Contact us to learn more »](#)

SAP Modular Cloud ERP: A New Way of Working



RISE With SAP: Components of the offering

SAP
S/4HANA
CLOUD
Deployment
of choice

public edition
or
private edition



TOOLS & SERVICES



Embedded Services & Tools:

- SAP Readiness Check
- Custom Code Migration App
- SAP Enable Now – Content view only
- SAP Cloud ALM (application lifecycle management)
- SAP Launchpad service (1 user per FUE) and SAP Mobile Start app

SAP SIGNAVIO Starter Pack



Identify and implement business process improvements through process analysis

- **Process Discovery** (this report)
- **SAP Signavio Process Insights:** 50 GB data volume and one time data load
- **SAP Signavio Process Manager:** 3 users
- **SAP Signavio Process Collaboration Hub:** 10 users

SAP BUSINESS TECHNOLOGY
PLATFORM



Cloud Platform Enterprise Agreement Credits (CPEA)

- **For Public Cloud:**
min 2k€ annual credit value, max cap 16K€, computed as 1% of annual net public cloud value
- **For Private Cloud:**
min 4k€ annual credit value, max cap 16K€, computed as 1% of annual net private cloud value

SAP BUSINESS NETWORK
Starter Pack*



Ariba Network

- Included: 2,000 documents

SAP Asset Intelligence Network:

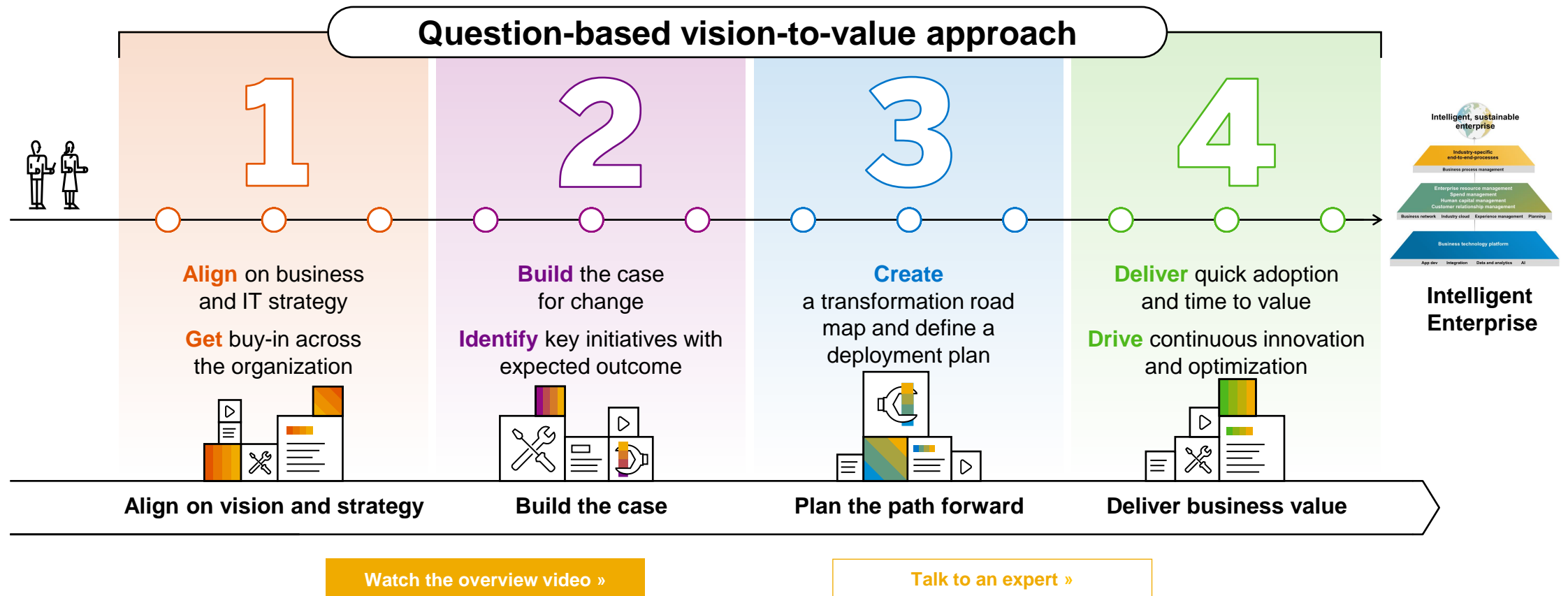
- Included: 200 equipment, 2 connections, and 10 partner portal invitees

SAP Logistics Business Network:

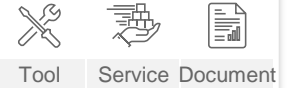
- Included: 1000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers

*SAP BTP, SAP Business Network Starter Pack and BPI/SAP Signavio Accelerator packages are delivered provided customers do not already have the same already licensed

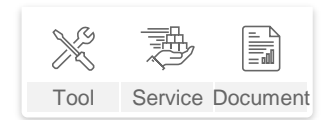
SAP One Movement program to help you move to SAP S/4HANA



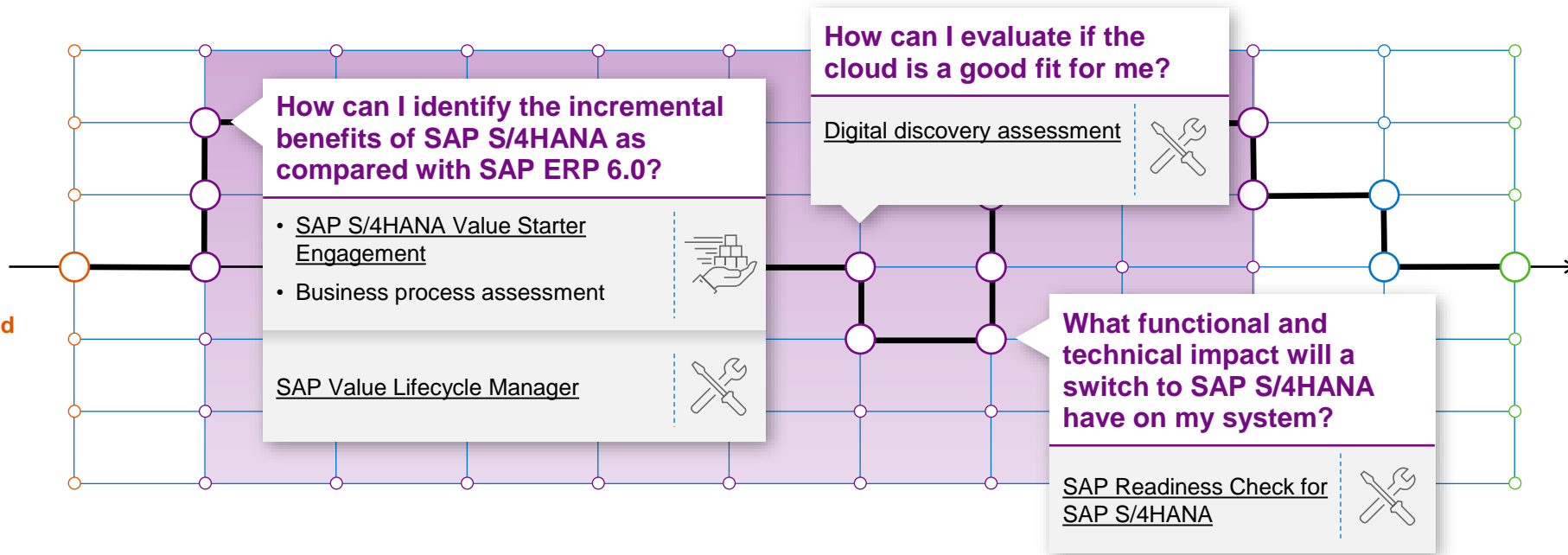
Align on vision and strategy



2 Build the case

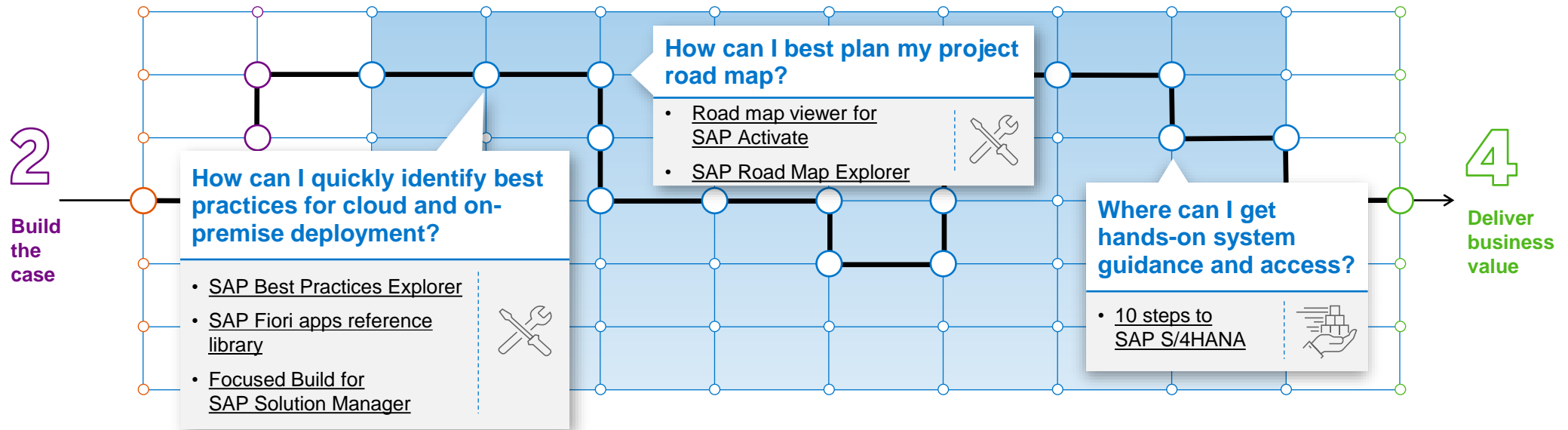
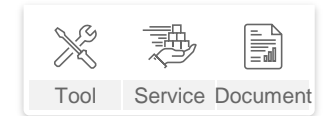


1
Align on vision and strategy



3
Plan the path forward

3 Plan the path forward



4 Deliver business value




3 Plan the path forward

How can SAP and partners secure the delivery of my transition to SAP S/4HANA?

- SAP Value Assurance
- SAP-qualified partner-packaged solution

What are the key services that meet my specific needs in transitions primed by SAP?

- SAP Advanced Deployment for SAP S/4HANA
- Selective data transition to SAP S/4HANA

Tool	Service	Document
		



**Intelligent
Enterprise**

Take the Benefits of one Program to Assist you Moving to SAP S/4HANA

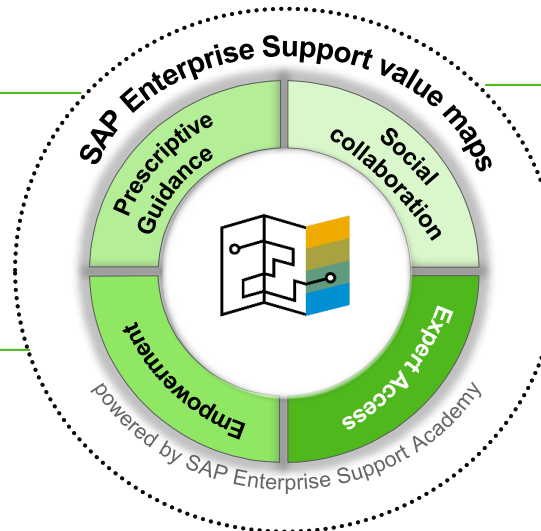
SAP Enterprise Support value maps – an empowerment and support program, which leads you through the knowledge, skills, and services needed to address business challenges and adopt intelligent technologies. Value maps provide direct access to SAP experts, collaboration forums, high-impact learning, and prescriptive guidance, to help you achieve meaningful results and unlock new potential for growth.

Prescriptive Guidance

Structured content enables guided journey, simplification, and accelerated consumption of needed enablement content across the entire lifecycle.

Empowerment

Interactive learning formats to empower you with the knowledge and skills for realizing your deployment strategy.



Social Collaboration

Collaboration forums allow you to get guidance and exchange ideas, and best practices with SAP experts and peers.

Expert Access

Access to SAP experts and industry peers for professional advice, best practices, business insight, and technology know-how.

We encourage to join the SAP Enterprise Support value maps for [SAP Signavio](#), for [SAP S/4HANA](#) and [SAP S/4HANA Cloud, Private edition](#)

Watch [the video](#) and refer to our [tutorial](#) to learn how to sign up and use the hub.

[Sign up »](#)

Summary of the Complementary Programs and Offerings to Move to the Intelligent Enterprise

2

WHAT

RISE with SAP

Applications SAP S/4HANA Cloud	Platform SAP Business Technology Platform (CPEA Credits)	Network SAP Business Network (Starter Package)	Infrastructure Provider of Choice
--	---	---	---

1

SAP Signavio

SAP Signavio Process Insights	SAP Signavio Process Transformation Suite
--------------------------------------	--

4

SAP Enterprise Support value maps

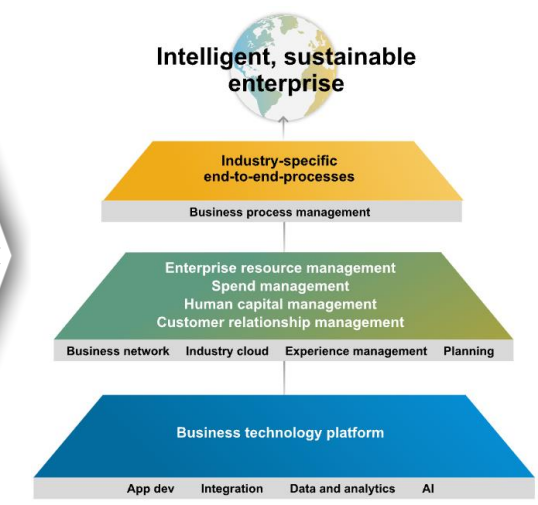
SAP Signavio	SAP S/4HANA or SAP S/4HANA Cloud, Private edition
---------------------	--

- Align on vision & strategy
- Build the case
- Plan the path forward
- Deliver business value

3

WHY & HOW

SAP One Movement



OVERVIEW	EXECUTIVE SUMMARY	FINANCE	SOURCING AND PROCUREMENT	SALES	SUPPLY CHAIN	MANUFACTURING	ASSET MANAGEMENT	HUMAN RESOURCES	NEXT STEPS	Sample Inc. System: PRD
----------	-------------------	---------	--------------------------	-------	--------------	---------------	------------------	-----------------	------------	----------------------------

DISCLAIMER AND TERMS OF USE

Disclaimer

By ordering a Process Discovery, you agree to the applicable terms and conditions available on the Process Discovery web site (and provided to you in writing upon request). Please be aware that the Process Discovery 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 capabilities. Data contained in the Process Discovery 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 www.s4hana.com. 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 Process Discovery. 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 Process Discovery 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 Process Discovery, 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 Process Discovery web site or communicated to you to enable SAP to create a Process Discovery. SAP may use Company Data solely for (i) creating a Process Discovery 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.

© 2023 SAP SE or an SAP affiliate company. All rights reserved.

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.