Webinar
SAP Best Practices for SAP Integrated Business Planning
March 2019
Agenda

- Introduction / General information
- End-to-End System Demonstration
- Time-series-based Integration, Demo & Outlook
- How to access the Best Practices documents
- Q&A
SAP Best Practices for SAP Integrated Business Planning

Have a jump start in SAP IBP with SAP Best Practices
Leverage SAP Best Practices for SAP Integrated Business Planning to get an entry scope of the Supply Chain Control Tower and the planning processes of sales and operations planning, response and supply planning, demand planning, demand sensing, and inventory optimization.

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

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

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

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

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

Execution

Financial Planning
- Annual Operating Plan

Marketing Planning
- Marketing Plan

Sales Planning
- Sales Forecast

Demand Planning
- Global Demand Plan

Demand Sensing
- Sensed Demand

Supply Review – Heuristic, Optimizer
- Constrained Demand Plan

Reconciliation Review
- Constrained Demand Plan

Management Business Review
- Final Consensus Demand Plan

Inventory Optimization
- Inventory Plans

Supplier Commit with SAP Ariba
- Committed Forecast

Supply and Allocations Planning
- Supply Proposals, Product Allocations

Response Planning
- Supply Proposals, Sales Order Confirmations

Deployment Planning
- Distribution Plan

Demand Review
- Consensus Demand Plan

Supply Review – Heuristic, Optimizer
- Constrained Demand Plan

Reconciliation Review
- Constrained Demand Plan

Management Business Review
- Final Consensus Demand Plan

Sales Order Processing
- Open, Confirmed, Delivered Sales Orders

Procurement
- Purchase Orders

Available-to-Promise Processing
- Sales Order Confirmations

Stock Transfer
- (Deployment), Stock Transfer Requisitions

Production
- Production Orders

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Scope item overview

Integrated Business Planning for sales and operations
- IBP for sales and operations – demand review
- IBP for sales and operations – supply review – heuristic
- IBP for sales and operations – reconciliation review
- IBP for sales and operations – management business review
- IBP for sales and operations – forecast error calculation and analysis
- IBP for sales and operations – time-series-based forecast consumption

Integrated Business Planning for response and supply
- IBP for response and supply – supply review – optimizer
- IBP for response and supply – supply and allocations planning
- IBP for response and supply – response planning
- IBP for response and supply – deployment planning
- IBP – order-based planning inbound integration with SAP S/4HANA
- IBP – order-based planning outbound integration with SAP S/4HANA

Integrated Business Planning for demand
- IBP for demand – demand planning
- IBP for demand – demand sensing
- IBP for demand – forecast error calculation and analysis
- IBP for demand – time-series analysis

Integrated Business Planning for inventory
- IBP for inventory

Supply Chain Control Tower and Business Network Collaboration
- Supply Chain Control Tower
- IBP – Business Network Collaboration – supplier commit with SAP Ariba

Cross-application scope items
- IBP – ABC-XYZ Segmentation
- IBP – time-series-based inbound integration with SAP S/4HANA
Unified planning process flow

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

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

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

**Execution**

**Financial Planning**
- Annual Operating Plan

**Marketing Planning**
- Marketing Plan

**Demand Planning**
- Global Demand Plan

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- (Deployment) Stock Transfer Requisitions

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- Production Orders

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Scope in detail

IBP for demand – time-series analysis
IBP for demand – time-series analysis

Process flow
IBP for demand – time-series analysis

Description

Detect and record patterns in time series which help the customer to select the optimal forecasting algorithms, for example using white noise test, seasonality test, trend test, or intermittency test. These patterns can be saved to an attribute and can be made available to demand planners. Other results, seasonal indices, or average demand interval can also be stored in key figures. You can further analyze the results together with those from ABC segmentation and demand forecast accuracy to understand the structure of the underlying data.

Scope

Use Case
- Analyze time series and record time series properties

Benefits
- Provide domain and business knowledge to forecast automation
- Insight into behavior and characteristics of time series

Frequency
- 3-Monthly

Participants
- Demand planning process expert

Technical details

Input
- Time Series
- ABC Segmentation
- Demand Forecast Accuracy

Output
- Time Series Properties

Planning Level
- Customer / Location / Product / Week

Planning Operator
- Forecast Automation

User interaction

Planning Views
- No predefined Excel template

Alerts
- No predefined alert

Analytics
- 1 predefined ‘time-series analysis’ dashboard with 3 charts

Collaboration
- No predefined process management, no SAP Jam integration
Unified planning process flow

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

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Operational
Frequency: Weekly
Horizon: 1-12 months
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Short-Term
Operational
Frequency: Daily
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Execution

Financial Planning
Annual Operating Plan

Marketing Planning
Marketing Plan

Sales Planning
Sales Forecast

Demand Planning
Global Demand Plan

Supplier Commit with SAP Ariba
Committed Forecast

Demand Sensing
Sensed Demand

Response Planning
Supply Proposals, Sales Order Confirmations

deployment Planning
Distribution Plan

Available-to-Promise Processing
Sales Order Confirmations

Stock Transfer
Deployment Stock Transfer Requisitions

Production
Production Orders

Procurement
Purchase Orders

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Deployment Stock Transfer Requisitions

Production
Production Orders

SAP IBP Process
External Process

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Scope in detail

IBP for demand – demand planning
IBP for demand – demand planning

Process flow

**Gather and Cleanse Historical Data**
- Target Demand
- Actuals
- Adjusted Actuals

**Run Statistical Forecasting**
- Statistical Forecast

**Create Local Demand Plan**
- Local Demand Plan

**Create Global Demand Plan**
- Global Demand Plan

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

**Sales Planning**
- Sales Forecast

**Sales & Distribution**
- Sales Orders

**New Product Introduction**
- Segmented Products

**New Product Sensing**
- Open, Confirmed, Delivered

**Demand Review**
- Consensus Demand Plan

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

**Demand Sensing**
- Sensed Demand

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

**Operational Planning & Execution Processes**
- Forecast Errors
- Inventory Optimization

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

**Operational Planning & Execution Processes**
- Forecast Errors
- Inventory Optimization

**New Product Sensing**
- Open, Confirmed, Delivered

**New Product Introduction**
- Segmented Products

**New Product Sensing**
- Open, Confirmed, Delivered
## IBP for demand – demand planning

**Description**

Gain full demand transparency for mid- and long-term forecasting by leveraging statistical forecasting methods. Collaborate in a globally distributed demand planning team to align on decisions via SAP Jam. Combine automated, exception-based planning processes as well as manual planning capabilities. Execute role-based local and global demand planning.

### Scope

- **Use Case**
  - Mid- or long-term demand planning
  - Advanced statistical forecasting
  - Role-based local and central planning

- **Benefits**
  - Improved forecast accuracy with automatic forecast models based on historical data
  - Increased efficiency by automated, exception-based planning and embedded analytics and collaboration capabilities

- **Frequency**
  - Weekly
  - New global demand plan at the end of every week

- **Participants**
  - Local demand planner, global demand planner, demand planning process expert

### Technical details

- **Input**
  - Order-based or time-series-based sales history
  - Approved consensus demand plan from the last S&OP cycle
  - Additional input: Sales forecast, final sensed demand*

- **Output**
  - Global demand plan
  - Combined final demand = global demand plan + last final sensed demand*

- **Planning Level**
  - Weeks / Product / Location / Customer

- **Planning Operator**
  - Statistical Forecasting based on forecast models, which allows for many forecasting algorithms and any combination of them

### User interaction

- **Planning Views**
  - Historical Data Cleanse, 1 worksheet
  - Statistical Forecast, 1 worksheet
  - Local Demand Plan, 1 worksheet
  - Global Demand Plan, 2 worksheets

- **Alerts**
  - 2 predefined custom alerts: Global Demand Planner, Statistical Fcst Error Measures

- **Analytics**
  - 1 predefined ‘Demand Planning’ dashboard with 2 charts + 2 alert overviews

- **Collaboration**
  - 1 predefined process management template, 1 SAP Jam group integration

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*only if the IBP for demand – demand sensing scope item is implemented
Scope in detail

IBP for sales and operations – demand review
Unified planning process flow

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

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

**Short-Term Operational**
Frequency: Daily
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Buckets: Days

**Execution**

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**Financial Planning**
- Annual Operating Plan

**Marketing Planning**
- Marketing Plan

**Sales Planning**
- Sales Forecast

**Demand Planning**
- Global Demand Plan

**Demand Review**
- Consensus Demand Plan

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

**Inventory Optimization**
- Inventory Plans

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

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

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

**Deployment Planning**
- Distribution Plan

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**Procurement**
- Purchase Orders

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

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

**Production**
- Production Orders

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SAP IBP Process
External Process

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IBP for sales and operations – demand review

Process flow
**IBP for sales and operations – demand review**

**Description**

The sales and operations planning process is divided into demand review, supply review, reconciliation review, and management business review. During demand review, representatives from sales, marketing, finance, demand planning, and other involved lines of business first gather and review their various demand input. In a second step, they jointly define a single, consolidated consensus demand plan for measuring current volume and financial target achievement.

In the subsequent supply review, a complete supply plan is created for the consensus demand plan.

<table>
<thead>
<tr>
<th>Scope</th>
<th>Technical details</th>
<th>User interaction</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Use Case</strong></td>
<td><strong>Input</strong></td>
<td><strong>Planning Views</strong></td>
</tr>
<tr>
<td>▪ Align supply chain planning with corporate financial targets</td>
<td>▪ Annual operating plan</td>
<td>▪ Sales forecast, 1 worksheet</td>
</tr>
<tr>
<td>▪ Collaboratively define a consensus demand plan</td>
<td>▪ Sales forecast</td>
<td>▪ Marketing forecast, 1 worksheet</td>
</tr>
<tr>
<td><strong>Benefits</strong></td>
<td>▪ Marketing forecast</td>
<td>▪ Annual operating plan, 1 worksheet</td>
</tr>
<tr>
<td>▪ Create the optimal business plan to drive revenue growth and increase market share</td>
<td>▪ Global demand plan</td>
<td>▪ Consensus demand plan, 2 worksheets</td>
</tr>
<tr>
<td>▪ Improve the speed, agility, and accuracy of sales and operations planning</td>
<td><strong>Output</strong></td>
<td><strong>Alerts</strong></td>
</tr>
<tr>
<td><strong>Frequency</strong></td>
<td>▪ Unconstrained, consensus demand plan</td>
<td>▪ No predefined alert</td>
</tr>
<tr>
<td>▪ Monthly</td>
<td><strong>Planning Level</strong></td>
<td><strong>Analytics</strong></td>
</tr>
<tr>
<td><strong>Participants</strong></td>
<td>▪ Months / Product Family / Customer Group</td>
<td>▪ 1 predefined ‘Demand Review’ dashboard with 5 charts</td>
</tr>
<tr>
<td>▪ Director finance, sales manager, marketing manager, demand planner</td>
<td><strong>Planning Operator</strong></td>
<td><strong>Collaboration</strong></td>
</tr>
<tr>
<td>▪ S&amp;OP coordinator</td>
<td>▪ No planning operator</td>
<td>▪ 1 step with 4 tasks in predefined S&amp;OP process management template with SAP Jam task integration</td>
</tr>
</tbody>
</table>
Scope in detail

IBP for sales and operations – time-series-based forecast consumption
IBP for sales and operations – time-series-based forecast consumption

Process flow

- Demand Review
  - Consensus Demand Plan

- Run Forecast Consumption
  - Total Demand Output

- Copy to Consensus Demand
  - Consensus Demand

- Supply Review
  - Constrained Demand

Forecast Consumption
SAP IBP Process
External Process
# IBP for sales and operations – time-series-based forecast consumption

**Description**

The sales and operations planning process is divided into demand review, supply review, reconciliation review, and management business review. As an optional step in the supply review, forecast consumption ensures that sales orders reduce or consume the forecast by the sales order quantity for defined periods. This prevents that the planning algorithm considers the demand quantity twice (once as the forecast and once as the actual sales order).

The supply planner decides how to calculate the consumption of the forecast based on business needs, for example forward only, first forward, then backward. Using the S&OP forecast consumption algorithm, the supply planner can generate the open forecast and the total demand. Finally, the supply planner copies the total demand to the consensus demand via the disaggregation operator. The forecast consumption results can be used as input for the optimizer or heuristics.

## Scope

**Use Case**
- Create consensus demand considering sales orders

**Benefits**
- Improve forecast accuracy
- Reduce overproducing

**Frequency**
- Monthly

**Participants**
- Supply planner
- S&OP coordinator

## Technical Details

**Input**
- Consensus Demand Plan Quantity as Forecast
- Total Open Order Quantity as Sales Order

**Output**
- Forecast Open Output
- Total Demand Output
- Consensus Demand

**Planning Level**
- Product / Location / Customer

**Planning Operator**
- S&OP Operator: Time-Series-Based Forecast Consumption
- Disaggregation Operator: Copy Total Demand Output to Consensus Demand

## User Interaction

**Planning Views**
- Forecast Consumption, 2 worksheets

**Alerts**
- No predefined alerts

**Analytics**
- No predefined analytics

**Collaboration**
- One optional task in predefined S&OP process management template (Supply Review) with SAP Jam task integration
Scope in detail

IBP for sales and operations – supply review – heuristic
IBP for sales and operations – supply review – heuristic

Process flow

- **Run** Supply Heuristic
  - Constrained Demand Plan

- **Check** Capacity Alerts
  - Constrained Demand Plan

- **Carry Out** Capacity Leveling
  - Constrained Demand Plan

- **Prepare** Supply Scenarios
  - Constrained Demand Plan

- **Reconciliation Review**
  - Constrained Demand Plan

**ABC-XYZ Segmentation**
- Segmented Products

**Demand Review**
- Consensus Demand Plan

**Inventory Optimization**
- Inventory Plans

**SAP IBP Process**

**External Process**

**Supply Review – Heuristic**
**IBP for sales and operations – supply review – heuristic**

**Description**

The sales and operations planning process is divided into demand review, supply review, reconciliation review, and management business review. During the supply review, the supply planner creates a complete supply plan for the consensus demand. This plan defines for each product how much should be purchased, produced, or shipped at each location in the supply chain and in which period of the planning horizon. Using the S&OP heuristic planning algorithm, the supply planner can generate an infinite supply plan with no shortages to identify supply and capacity bottlenecks. By carrying out manual capacity leveling, he or she can then solve potential supply issues and create a feasible, constrained demand plan. The supply planner can simulate different solutions and provide them as scenarios to the participants of the reconciliation review.

**Scope**

<table>
<thead>
<tr>
<th>Use Case</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Create infinite supply plan with no shortages to identify capacity bottlenecks</td>
</tr>
<tr>
<td>▪ Perform manual capacity leveling to create a feasible, constrained demand plan</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Effectively balance demand and supply</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Monthly</td>
</tr>
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<tr>
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<tbody>
<tr>
<td>▪ Supply planner</td>
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<td>▪ S&amp;OP coordinator</td>
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</table>

**Technical details**

<table>
<thead>
<tr>
<th>Input</th>
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</thead>
<tbody>
<tr>
<td>▪ Consensus demand plan (from demand review)</td>
</tr>
<tr>
<td>▪ Resource capacities</td>
</tr>
<tr>
<td>▪ Safety stock</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Output</th>
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</thead>
<tbody>
<tr>
<td>▪ Constrained, consensus demand plan</td>
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<table>
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<tr>
<th>Planning Level</th>
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<tbody>
<tr>
<td>▪ Weeks / Product / Location / Customer (Worksheets have different planning levels, for example, Capacity: Resource / Component; Production: Source / Ship-To; Transportation: Ship-To / Ship-From)</td>
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</table>

**User interaction**

<table>
<thead>
<tr>
<th>Planning Views</th>
</tr>
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<tbody>
<tr>
<td>▪ Supply Plan Heuristic, 9 worksheets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Alerts</th>
</tr>
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<tbody>
<tr>
<td>▪ The ‘Supply Plan Heuristic’ planning view includes 1 alert definition for capacity overload</td>
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</tbody>
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</tr>
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<tr>
<td>▪ 1 step with three tasks in predefined S&amp;OP process management template with SAP Jam task integration</td>
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</tbody>
</table>

**Planning Operator**

| Time-Series-Based Supply Planning Heuristic |
Scope in detail

IBP for response and supply – supply review – optimizer
IBP for sales and operations – supply review – optimizer

Process flow

ABC-XYZ Segmentation
  Segmented Products

Demand Review
  Consensus Demand Plan

Inventory Optimization
  Inventory Plans

Run Supply Optimizer
  Constrained Demand Plan

Prepare Supply Scenarios
  Constrained Demand Plan

Reconciliation Review
  Constrained Demand Plan
IBP for sales and operations – supply review – optimizer

Description

The sales and operations planning process is divided into demand review, supply review, reconciliation review, and management business review.

During the supply review, the supply planner creates a complete supply plan for the consensus demand. This plan defines for each product how much should be purchased, produced, or shipped at each location in the supply chain and in which period of the planning horizon.

The S&OP optimizer planning algorithm generates a cost-optimized production, distribution, and procurement plan for the entire supply chain network, taking certain constraints into account. It generates a feasible, constrained demand plan that is maximized either for profit or for delivery.

The supply planner provides the result of the optimizer to the participants of the reconciliation review.

Scope

Use Case
- Create a feasible, cost-optimized supply plan for the entire supply chain based on constraints

Benefits
- Effectively balance demand and supply, and achieve a cost-optimal plan for production, distribution, and procurement

Frequency
- Monthly

Participants
- Supply planner

Technical details

Input
- Consensus demand plan (from demand review)
- Resource capacities
- Safety stock
- Cost per unit

Output
- Constrained, consensus demand plan

Planning Level
- Weeks / Product / Location / Customer
  (Worksheets have different planning levels, for example, Capacity: Resource / Component;
  Production: Source / Ship-To; Transportation: Ship-To / Ship-From)

Planning Operator
- Time-Series-Based Supply Planning Optimizer

User interaction

Planning Views
- Supply Plan Optimizer, 10 worksheets

Alerts
- No predefined alert

Analytics
- 1 predefined ‘Supply Review’ dashboard with 5 charts

Collaboration
- 1 step with 1 task in predefined S&OP process management template with SAP Jam task integration
Time-series-based inbound integration with S/4HANA
Integration Methods and Tools
SAP Best Practices for SAP IBP

- SAP Best Practices Sample Data Files
- SAP Jam
- SAP Ariba
- SAP S/4HANA On Premise + IBP Add-On

Scope Item: Time-series-based inbound integration with SAP S/4HANA (3OF)

Supported Master Data Types:
- Location
- Product
- Location Product
- Resource
- Location Resource
- Subnetwork
- Customer
- Production Source Header
- Production Source Item

SAP Integrated Business Planning

Sample Planning Areas SAPIBP1, SAP7
- Attributes & Master Data
- Key Figures
- Planning Levels
- Time Profile
- Versions
- Planning Operators

Microsoft Excel + IBP Add-In
- SAP Best Practices application content
  - Planning View Templates

SAP Fiori Launchpad in
- SAP Best Practices application content
  - Charts and Dashboards
  - Custom Alerts
  - Process Management Templates
  - Forecast Models
  - Forecast Error Profiles
  - Segmentation Profile
  - Visibility Filters
  - Data Sharing Plan
  - Supply Chain Network
  - Product Lifecycle
  - Forecast Consumption
  - Product Allocation Profile
Best Practices content for Time-Series-Based Integration
Integration of S/4HANA with SAP IBP Using Add-On

SAP Integrated Business Planning

Time Series Based Planning Area

Order Based Planning Area

SDI

Open API

Inbound Staging Tables

SAP Cloud Platform Integration for data services

SAP Data Provisioning Agent

SAP Data Services Agent

Extractors

Application

IBP Integration Add-On

SAP S/4HANA on premise

Staging Tables

Scope Item: IBP - time-series-based Inbound Integration with SAP S/4HANA (3OF)
SAP Best Practices Explorer
https://rapid.sap.com/bp/#/rds_ibp

SAP Best Practices for SAP Integrated Business Planning

Overview | Solution Scope | Accelerators | Find Out More
--- | --- | --- | ---

Solution Information

Software Requirements

SOLUTION SCOPE

Scope Item Groups

Integrated Business Planning for sales and operations

Name | Description
--- | ---
BIP for sales and operations – demand review (3RI) | Align demand and supply plans with execution financial targets and key performance indicators.
BIP for sales and operations – time-series forecast consumption (3RT) | Gather demand input from various sources like sales, marketing, and finance, and generate a single consensus demand plan for measuring current volume and financials.
BIP for sales and operations – supply review - heuristic (3SO) | Ensure that sales orders, even if not in the current period, reduce or consume the forecast by the sales order quantity.
BIP for sales and operations – reconciliation review (3RU) | Generate an infinite supply gap with no shortages for your consensus demand, and identify supply and capacity bottlenecks. Carry out manual capacity leveling to solve to create a feasible, constrained demand plan.
BIP for sales and operations – management business review (2BM) | Decide on demand, supply, and finance alignment, and approve final consensus demand plan.
BIP for sales and operations – forecast error calculation and analysis (3CA) | Analyze the accuracy of your past consensus demand forecasts by calculating error metrics based on actual sales data.
BIP – ABC XYZ Segmentation (19E) | Group your planning objects based on data and thereby increase user efficiency and planning accuracy.
BIP – time-series based around integration with SAP BW/4HANA (19F) | Integrate some master data types with the use of available extractors and templates into the unified planning area for time-series-based planning.
Scope Item: IBP - time-series-based Inbound Integration with SAP S/4HANA (3OF)

3 Overview Table

This scope item consists of several process steps provided in the table below.

<table>
<thead>
<tr>
<th>Process Step</th>
<th>Business Role</th>
<th>App/Transaction</th>
<th>Expected Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Define Plants for SAP IBP Integration</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>Plants that are relevant for the integration between SAP S/4HANA on premise and SAP Integrated Business Planning are defined.</td>
</tr>
<tr>
<td>Define MRP Types for SAP IBP Integration</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The initial load of master data for locations is executed.</td>
</tr>
<tr>
<td>Initial Load of Master Data – Locations</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The initial load of master data for locations is executed.</td>
</tr>
<tr>
<td>Initial Load of Master Data – Materials</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The initial load of master data for materials is executed.</td>
</tr>
<tr>
<td>Initial Load of Master Data – Work Centers</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The initial load of master data for work centers is executed.</td>
</tr>
<tr>
<td>Initial Load of Master Data – Production Source of Supply</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The initial load of master data for the production source of supply is executed.</td>
</tr>
<tr>
<td>Schedule Delta Load of Master Data</td>
<td>Administrator (BP)</td>
<td>SAP S/4HANA on premise</td>
<td>The delta load of master data is scheduled.</td>
</tr>
<tr>
<td>Create Datasets (SAP S/4HANA on premise)</td>
<td>Administrator (BP)</td>
<td>CPI-DS Create Datasets</td>
<td>Datasets are created connecting CPI and SAP S/4HANA.</td>
</tr>
<tr>
<td>Import Object Metadata into the Datasets (SAP S/4HANA)</td>
<td>Integration Developer (CPI-DS)</td>
<td>CPI-DS Import Objects</td>
<td>Metadata objects are imported into the Datasets for SAP S/4HANA.</td>
</tr>
<tr>
<td>Create Datasets (SAP IBP)</td>
<td>Administrator (BP)</td>
<td>CPI-DS Create Datasets</td>
<td>Datasets are created connecting CPI and SAP IBP.</td>
</tr>
<tr>
<td>Import Object Metadata into the Datasets (SAP IBP)</td>
<td>Integration Developer (CPI-DS)</td>
<td>CPI-DS Import Objects</td>
<td>Metadata objects are imported into the Datasets for SAP IBP.</td>
</tr>
<tr>
<td>Create System Configurations</td>
<td>Integration Developer (CPI-DS)</td>
<td>CPI-DS Create New System Configuration</td>
<td>System configuration is created connecting the source dataset (defined for SAP S/4HANA on-premise system).</td>
</tr>
</tbody>
</table>

Complete end-to-end integration process
Planned integration capabilities
Product road map overview – Key themes and capabilities

<table>
<thead>
<tr>
<th>Release</th>
<th>Time</th>
<th>Description</th>
</tr>
</thead>
</table>
| V1902 – Recent innovations | Time-series-based integration with SAP S/4HANA and SAP ERP | • SAP Integrated Business Planning add-on in SAP ERP and SAP S/4HANA as data source
  – Master data: Source production, production source item (BOM), customer, unit of measures (as extractors)

Order-based integration with SAP ERP and SAP S/4HANA
• Enable a separate integration source for each planning area
• Deployment STR visible in SAP S/4HANA

Analytics
• OData service delivered for integration with SAP Analytics Cloud

V1905 – Planned Q2/2019
Time-series-based integration with SAP S/4HANA and SAP ERP
• SAP Integrated Business Planning add-on in SAP ERP and SAP S/4HANA as data source
  – Master data: Customer source of supply, location source of supply
  – Key figure: CAPASUPPLY (Capacity supply)

Analytics
• How-to guide to integrate SAP Analytics Cloud (digital boardroom scenario)

V1908 – Planned Q3/2019
Time-series-based integration with SAP S/4HANA and SAP ERP
• SAP Integrated Business Planning add-on in SAP ERP and SAP S/4HANA as data source
  – Further enhancements to the master data such as production resource
  – Additional key figures

Financial integration
• Integration with SAP Business Planning and Consolidation optimized for SAP S/4HANA
• Collaborative enterprise planning: Financial integration content with SAP Analytics Cloud – scenario covering SAP Integrated Business Planning to SAP Analytics Cloud

Write OData service
• Write OData service to update the master data and key figures directly from the external systems

V1911 – Planned Q4/2019
Time-series-based integration with SAP S/4HANA and SAP ERP
• SAP Integrated Business Planning add-on in SAP ERP and SAP S/4HANA as data source
  – Further enhancements to Master data and key figures

Order-based integration with SAP ERP and SAP S/4HANA
• Multiple integration sources for one common planning area

Financial integration
• Collaborative enterprise planning: Financial integration content with SAP Analytics Cloud – scenario covering SAP Analytics Cloud to SAP Integrated Business Planning

Release 1902
1. This is the current state of planning and may be changed by SAP at any time without notice.
Planned integration capabilities
Direction update

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

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

Integration with SAP C/4HANA – SAP Sales Cloud and SAP Marketing Cloud solutions
- Outbound integration of demand plans
- Inbound integration of opportunities into sales forecast quantity
## SAP Best Practices for SAP Integrated Business Planning

### What it can do for you

<table>
<thead>
<tr>
<th>Use case</th>
<th>Sample planning area</th>
<th>Documentation</th>
<th>Technical content</th>
<th>Implementation service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Study</td>
<td>Educate yourself and leverage reference material.</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Training</td>
<td>Educate project members, key users, and end users.</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Demonstration</td>
<td>Sell it to your clients and demonstrate the capabilities of SAP Integrated Business Planning in a process-oriented way.</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Proof of concept or pilot project</td>
<td>Evaluate SAP Integrated Business Planning and build a solution that fits your client’s requirements.</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Implementation project</td>
<td>Roll out SAP Integrated Business Planning in your client’s organization and set it into productive use.</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
</tbody>
</table>

- **Use as delivered**
- **Use as a starting point, adjust to your needs**
- **No use**

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SAP Best Practices for SAP Integrated Business Planning

Where to get it

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

Download the following assets:

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

Questions & Answers