SAP Integrated Business Planning (IBP) Introduction Series
4: Tactical and Operational Supply Planning using IBP

Eric Simonson, SAP Solution Management
Pramod Mane & Michael Mack, SAP Product Management
December 5, 2018
Legal Disclaimer

The information in this presentation is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This presentation is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligations to pursue any course of business outlined in this document or any related presentation, or do develop or release any functionality mentioned therein. This document, or any related presentation and SAP’s strategy and future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at anytime 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. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP’s willful misconduct or negligence.

All forward-looking statements are subject to various risks and uncertainties that could actual result to differ materially form expectations. Readers are cautioned no 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.
# SAP Integrated Business Planning (IBP) Introduction Series

<table>
<thead>
<tr>
<th>Date</th>
<th>Session Focus</th>
<th>Presenters (Solution Management + Product Management)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep. 27, 2018</td>
<td>SAP IBP Overview</td>
<td>Anna Linden</td>
</tr>
<tr>
<td>Oct. 24, 2018</td>
<td>Sales and Operations using SAP IBP</td>
<td>Jay Foster + Raghav Jandhyala</td>
</tr>
<tr>
<td>Oct. 29, 2018</td>
<td>Demand Planning using SAP IBP</td>
<td>Tod Stenger + Rainer Moritz</td>
</tr>
<tr>
<td>Dec. 5, 2018</td>
<td>Tactical and Operational Supply Planning using SAP IBP</td>
<td>Eric Simonson + Michael Mack + Pramod Mane</td>
</tr>
<tr>
<td>Dec. 11, 2018</td>
<td>Inventory Planning using SAP IBP</td>
<td>Beatrice Hulde + Alexis Lozada</td>
</tr>
<tr>
<td>Jan. 8, 2018</td>
<td>Business Network Collaboration and Alerts for SAP IBP</td>
<td>Volker Wilhelm + Kent Harman</td>
</tr>
</tbody>
</table>

Agenda

- What Business Processes does SAP Integrated Business Planning for response and supply support?
- Key Functionality to support the Tactical Planning Processes
- Demo of how does the solution works – Tactical
- Key Functionality to support the Operational Planning Processes
- Demo of how does the solution works – Operational
- Roadmap
- Q&A
What Business Processes does SAP IBP for response and supply support?
Digital Business Planning in the Intelligent Enterprise

State-of-the-art business processes
Leverage SAP solutions to enable new end-to-end business processes, new business models and new revenue streams.

Synchronized planning processes
Break down planning silos through connected and integrated planning processes.

Leverage end-to-end visibility
End-to-end visibility on strategic, tactical and operational level and across siloed or external data.

Faster planning cycles
React faster to changes in the business through complete integration,
What Problems Are We Solving?

Volatile demand served by distributed supply networks
- Empowered customers have many choices and businesses must excel in fulfilling demand to compete
- Supply networks are often globally distributed with long lead times
- Product life cycles are short, and the risks of excess inventory are great
- Even best-in-class forecast accuracy is often 60% or less

Risk
- High or uncontrolled inventory levels
- Inadequate customer service levels or inventory availability

Requirement
- Respond to unexpected demand and/or supply disruptions with minimum latency by adjusting supply plans and fulfillment decisions
IBP for response and supply value proposition

Helps companies improve tactical and operational planning, in order to achieve:

- Higher revenue through accurate response to customer demands
- Respond to demand that aligns with business priorities
- Lower cost from optimal resource allocation and inventory utilization
- Increased service levels through shorter planning cycles and innovative supply chain collaboration
Supply Planning Horizons and Processes

Short-term horizon & high frequency (daily)
- Focus on fast response to changes
- 1-1 collaboration for quick decision making
- Adjust supply plans
- Fulfill sales orders
- Deployment Planning

Mid-term horizon & medium frequency (weekly \ daily)
- Forecast-driven operational planning process
- Plan distribution, production, procurement
- Creation of allocation plan
- Supplier Collaboration

Long-term planning horizon & low frequency (monthly)
- Executive-level cross-organizational collaboration
- Focus on deviations from plan (e.g. long-term plans, last week’s plans, non-performing KPIs)
- Structured collaboration with executive review

Operational Response Level
Operational Supply Level
Strategic / Tactical Level
SAP Integrated Business Planning for Response & Supply

Fast, flexible supply planning supporting a variety of approaches, suitable for many industries, including:

- **Support of tactical** (time series) supply planning in the context of S&OP
  - Unconstrained heuristics or constrained optimization
  - What-if analysis

- **Support of operational** supply planning (orders)
  - Creates supply orders (planned orders, purchase req., distribution req.)
  - Generates allocations to feed to live ATP process
  - Constrained priority rules-driven planning, optimization and heuristics (roadmap)
  - What-if analysis
  - New order data store and tight integration with ERP

- **Support of response** planning (orders)
  - Adjust\create supply orders, and reschedule sales orders
  - Deployment planning
  - What-if analysis
  - New order data store and tight integration with ERP
Key Functionality to support the **Tactical Planning Processes**
Tactical Planning using Heuristic or Optimization

Create advanced supply planning simulations for S&OP based on forecasts, orders, and inventory or safety stock targets

- Utilize either heuristic or optimization algorithms to develop an unconstrained or constrained supply plan
- Development of rough cut capacity plan
- Multi level sourcing determination for both distribution and Bills of Material
- Meet optimized inventory targets set by IBP for inventory
- Gain visibility for projected stock or shortages at relevant levels of aggregation
- Scenario planning capabilities
Tactical Planning Use Cases

Supply Overview

Supply Simulation

Collaboration

Supply Network Visualization
## Time-Series Based Supply Planning Heuristic (1 of 2)

<table>
<thead>
<tr>
<th>Algorithm Type</th>
<th>Mode</th>
<th>Planning Capabilities with Support for the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heuristic</td>
<td>Modes:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Unconstrained Supply Planning: “Infinite Without Shortage”</td>
<td>Supports Supply Chain Network with customer-products and location-products as nodes and sourcing links between these, plus production sources</td>
</tr>
<tr>
<td></td>
<td>• Supply Propagation</td>
<td>Lead times for sourcing between nodes and also Production Sources</td>
</tr>
<tr>
<td></td>
<td>• Shelf-Life Planning</td>
<td>Mixed Sourcing - combination of Production \ Transportation \ External via quotas</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Can model Production, Storage and Handling Resources</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resource capacities are not taken into account, considered as infinite</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Multi-Level BOM with components and co-products. Number of levels can be arbitrarily deep</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Minimum and Incremental lot-size on transportation lanes and production sources.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Multiple-modes of Transport on customer and location transportation lanes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Periodic lot-size with granular sub-periods. Relevant only for production</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Target Inventory can be modeled. Target Periods of Coverage as input and Projected Coverage as output</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sub-Networks can be planned. Manual Adjustments from user can overwrite and fix the plan, this acts as a constraint.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Computes a complete plan (Demand and Supply Propagation) with no shortage.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The generated plan is infeasible without manual adjustments (e.g. Negative Projected Stocks, capacity over-utilization, etc.)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>End-user simulation on time dependent master data input key figures (e.g. consensus demand, sourcing ratio, component coefficient, capacity supply)</td>
</tr>
</tbody>
</table>
Time-Series Based Supply Planning Heuristic (2 of 2)

<table>
<thead>
<tr>
<th>Algorithm Type</th>
<th>Mode</th>
<th>Planning Capabilities with Support for the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heuristic</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>•</td>
<td>Unconstrained Supply Planning: “Infinite Without Shortage”</td>
</tr>
<tr>
<td></td>
<td>•</td>
<td>Supply Propagation</td>
</tr>
<tr>
<td></td>
<td>•</td>
<td>Shelf-Life Planning</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Time-Series Based Supply Planning Optimizer

<table>
<thead>
<tr>
<th>Algorithm Type</th>
<th>Mode</th>
<th>Planning Capabilities with Support for the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optimizer</td>
<td>Two Modes: Profit Maximization</td>
<td>Supports Supply Chain Network with Customer-Products and Location-Products as nodes and sourcing links between these, plus production sources</td>
</tr>
<tr>
<td></td>
<td>Cost Minimization for Full Delivery</td>
<td>Lead times for Customer, Location and Production Sourcing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mixed Sourcing (Combination of Production and/or Transportation and/or External).</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Production and Storage Resources can be modeled. Can be modeled as Finite or Infinite</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Multi-Level BOM with Components and Co-Products.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Multiple-modes of Transport on customer and location transportation lanes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Min-Max and Incremental Lot-Sizes on Transportation lane and Production Sources</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Periodic Lot-Sizes with granular sub-periods. Relevant only for Production</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Computes a feasible plan</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Manual Adjustments from end-user can overwrite and fix the plan. This acts as a pseudo-hard constraint</td>
</tr>
<tr>
<td></td>
<td></td>
<td>End-user simulation on time dependent master data input key figures (e.g. consensus demand, sourcing ratio, component coefficient, capacity supply)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Advanced Optimizer Features:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Telescopic Planning</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Fair-Share Distribution</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Late-Demand Fulfillment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Aggregated Constraints</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Minimum Resource Utilization</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Multiple Demand Categories</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Optimizer Results Explanation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Product Substitution at customer level</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Quota Adherence</td>
</tr>
</tbody>
</table>
The objective of the Optimizer is to minimize the total costs or maximize total profit of the supply plan, with many cost factors.

Optimization is performed via a mathematical model using Mixed Integer Linear Programming (MILP).

The output is an optimal and feasible Times Series plan that takes into consideration modeling, material, and capacity constraints. Sourcing quotas can be either generated or used as an input to planning run.
Supply Chain Network for ACME Company

Product1, Product2

Cust 101

DC 101

Lead-time = 1

Cust 102

Product1, Product2

Lead-time = 1

DC 102

Product3, Product4

Cust 103

Lead-time = 1

DC 101

Plant 101

Lead-time = 1

Resource1, Resource2

Plant 102

Lead-time = 1

Resource1, Resource2

Plant 103

Resource1, Resource2

Supplier 101

Supplier

Plant

DC

Customer
Supply Chain Network for ACME Company
Supply Chain Network for ACME Company

Resource 2 → Product 4 → Resource 3

Component 1 → PLANT102
Component 3

Resource 3 → Product 3 → Resource 3

Component 4
Component 4
Key Functionality to support the **Operational Planning Processes**
Operational and Response Planning using Priority Heuristic

Generate a finite capacity supply plan based on prioritized and categorized demand such as orders and forecasts

- Fast, rules-based, priority-driven solution for supply planning, allocations planning, order rescheduling, and deployment planning
- Focused on supporting what-if analysis, and root cause analysis of actual or hypothetical changes to demand or supply
- Optionally, generate and provide allocations to ATP for online confirmations of sales orders
- Order-based / demand-based
- Finite Heuristic with Demand Fair Share option during (priority rules-driven) planning
Operational and Response Planning Data Visibility Apps

View Planning Results

View Confirmations

Analyze Competing Demands

Gating Factor and Order Network
Main processes supported:

- **Supply & Allocations Planning**: Create allocations and a supply plan based on prioritized forecast demands and supply chain constraints.

- **Response Planning**: Create order confirmations and an adopted supply plan based on prioritized demands, allocations, and supply chain constraints.

- **Deployment Planning**: Create a deployment plan, adjust other supply proposals and order confirmations based upon prioritized demands, allocations, supply chain constraints, and deployment settings.

Processes work on tightly integrated information from ERP, and allow for root-cause analysis and simulation of plans.
Supply & Allocations Planning Process

- **Constrained Forecast Run**: Create allocations and a supply plan based on prioritized forecast demands and supply chain constraints

  - Capture Inputs: Forecast, supplies
  - Propagate Demand: → Unconstrained supply plan
  - Constrained Planning Run (with commits)
  - Sequence Demands by Priority
  - Constrained Planning Run: → Constrained plan determines commits
  - Collaborate with suppliers
  - Scenario Planning: What-if analysis, root-cause analysis
  - Create Supply Proposals and Allocations
  - Adjust Allocations
  - Publish Supply Proposals and Allocations

  **External Collaboration via Ariba Business Networks**
Supplier Collaboration between Ariba and Response – Forecast Commit

Via Control Tower, you can collaborate with external suppliers on the Ariba Business Network, enabling their commitments to constrain your operational supply plan, hence providing a more accurate supply demand match.

Forecast Commit

- Unconstrained demand in IBP is send to suppliers who are on-boarded on the SAP Ariba Supply Chain Collaboration platform.
- Supplier commits forecast and sends it to SAP Integrated Business Planning.
Supply & Allocations Planning Flow - Inputs & Outputs

**Rules**
- Demand Prioritization
- Supply Sourcing

**Demands (forecasts)**

Fast Rules-driven Heuristic
**Supply-Demand Match**

**Scenarios, What-If Analysis**

**Supply Proposals**

**Allocations**

**ERP**

**Supply (material, capacity, supplier commits)**

*Optionally used during the confirmation run*

**ATP - Live Order Promising**
Response Planning Process

- **Confirmation Run**: Create order reconfirmations and an adopted supply plan based on prioritized demands, allocations and supply chain constraints.
Response Planning Flow - Inputs & Outputs

- **Demands** (forecasts, sales orders)
- **Rules**
  - Demand Prioritization
  - Supply Sourcing
  - *Allocation*
- **Fast Rules-driven Heuristic Supply-Demand Match**
- **Scenarios, What-If Analysis**
  - Sales Order Confirmations
  - Supply Proposals
  - ERP
- **Supply** (material, capacity, supplier commits)

*Optionally from the Constrained Forecast run*
**IBP Response & Supply - Deployment Planning**

**Deployment** distributes available supply from central to downstream locations to meet demands.

- Order based, constraint deployment heuristic considering priority rules
- Multi-stage planning
- What-if Simulation capabilities
- Tight order level integration to SAP ERP
## SAP IBP Response & Supply - Deployment Planning
### Step by step

<table>
<thead>
<tr>
<th>Deployment Run: Input Data</th>
<th>Deployment Run: Constraints</th>
<th>Deployment Run: Engine</th>
<th>Deployment Run: Output Data (can be integrated to SAP ERP)</th>
<th>Deployment Run: Analyze Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Orders, Forecast, Safety stock targets (static or time-dependent)</td>
<td>Product allocations Rules to segment and prioritize demands</td>
<td>Order- and constraint-based heuristics</td>
<td>Sales Order Confirmations</td>
<td>IBP Excel</td>
</tr>
<tr>
<td>Stock on hand, Purchase Orders, Stock Transfer Orders, Production Orders, (fixed and unfixed) Purchase Requisitions, (fixed and unfixed) Stock Transfer Requisitions, Deployment Stock Transfer Requisitions, (fixed and unfixed) Planned Orders</td>
<td>Available to Deploy definition (Configurable): Stock on hand, Purchase Orders, Stock Transfer Orders, Production Orders, fixed Purchase Requisitions, fixed Stock Transfer Requisitions, fixed Planned Orders</td>
<td></td>
<td>Deployment Stock Transfer Requisitions (if pegged against ATD Element quantities)</td>
<td>Analyze Supply Usage</td>
</tr>
<tr>
<td>Multi level distribution network</td>
<td>Factory calendars by location</td>
<td></td>
<td>Stock Transfer Requisitions</td>
<td>View Projected Stock</td>
</tr>
<tr>
<td>Process (Application Job)</td>
<td>Comments</td>
<td>Supply Elements Created</td>
<td>Forecast Consumption</td>
<td>Allocations</td>
</tr>
<tr>
<td>--------------------------</td>
<td>----------</td>
<td>--------------------------</td>
<td>----------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>Supply &amp; Allocation (Constrained Forecast Run)</td>
<td>Useful as a calculation for allocation quantities, based upon forecast only. Might not be a fit for supply creation, since no sales orders are taken into consideration (no forecast consumption).</td>
<td>Planned Order, Stock Transfer Req., Purchase Req.</td>
<td>Via Additional Key Figures</td>
<td>Creation</td>
</tr>
<tr>
<td>Response Planning (Confirmation Run)</td>
<td>Uses forecast consumption to determine the higher of forecast or sales orders as demand. Since this algorithm uses consumption, the supply plan results can be different than that of the Constrained Forecast Run. If allocation creation is not needed, the confirmation run can be the defacto supply planning application job.</td>
<td>Planned Order, Stock Transfer Req., Purchase Req.</td>
<td></td>
<td>Yes</td>
</tr>
<tr>
<td>Deployment Planning (Deployment Run)</td>
<td>Uses forecast consumption to determine the higher of forecast or sales orders as demand. Since this algorithm uses consumption, the results can be different than that of the Constrained Forecast Run. However, it creates a different type (Deployed STR) of supply element.</td>
<td>Deployed Stock Transfer Req. for ATD quantities. Stock Transfer Req. for rest of horizon</td>
<td></td>
<td>Yes</td>
</tr>
</tbody>
</table>

© 2018 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC
Demand Prioritization - Rules Concept

The demands in the system (Forecast + Sales Orders) need to be prioritized for order fulfillment based on the business requirements.

- The rules are set up to prioritize the demands.
- Rules are used during Planning run to prioritize the demands.
- Confirmation during Planning run will be according to prioritization.

**Demand Prioritization Rule**
- Rule contains segments

- Series of segments with sequence

- One segment
  - Flexible Segmentation Criteria
  - Re-usable across Rules
  - Contains Sort Attributes

- Leveraging SAP HANA Rules Framework
- Designed for End User-Maintenance
- Multiple named rules for different situations

Results in unique sequence of demands (orders and/or forecasts)
Priority Rules and Segments

1) Segmentation

2) Sort within Segments

3) Sort Segments

Demand

1) Segmentation

2) Sort within Segments

3) Sort Segments

FC+SO

Segments

FC+SO

Sorting

Rule

Demand Type=Blue

Demand Type=Green

Demand Type=Orange

By Req_Date

By Demand_Class

By Order_Entry_Date
**Demand Fair Share**

**What is Fair Share?**
- In case of limited supply an equal allocation to demands of same priority should be achieved.

**Where is Fair share applied?**
- In Distribution fair share applies to Finished Good level only. In Supply Planning fair share applies as well on component level where given supply quantity is not known at Finished Good beforehand.
- It can be used in any of the 3 Prioritization based planning runs.

<table>
<thead>
<tr>
<th>Planning Items:</th>
<th>Key Considerations:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Distribution Planning</td>
<td>Finished Goods</td>
</tr>
<tr>
<td></td>
<td>Supply Quantity is known</td>
</tr>
<tr>
<td>Supply Planning</td>
<td>Finished Goods/Components/Raw…</td>
</tr>
<tr>
<td></td>
<td>Supply Quantity is unknown</td>
</tr>
</tbody>
</table>

**Scope of FAIR SHARE Concept**
## Combination of Response Management in IBP and ATP scenarios

<table>
<thead>
<tr>
<th>Step</th>
<th>Supply &amp; Allocations Planning</th>
<th>Batch Order Confirmation</th>
<th>Online Order Confirmation</th>
<th>Data transferred from IBP to ATP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>IBP Response Planning</td>
<td>IBP Response Planning</td>
<td>n/a</td>
<td>Order Confirmations</td>
</tr>
<tr>
<td>2</td>
<td>Supply / Allocations Planning</td>
<td>Backorder Processing</td>
<td>ATP</td>
<td>Allocations</td>
</tr>
<tr>
<td>3</td>
<td>Supply / Allocations Planning</td>
<td>Response Planning (Simulation only)</td>
<td>Backorder Processing</td>
<td>ATP</td>
</tr>
<tr>
<td>Future Concept</td>
<td>Supply / Allocations Planning</td>
<td>Response Planning (Defined horizon)</td>
<td>ATP</td>
<td>Allocations &amp; Order Confirmations (defined horizon)</td>
</tr>
</tbody>
</table>
Operational Planning Solution Demo
Roadmap
SAP Integrated Business Planning for response and supply
Product road map overview – key themes and capabilities

Order-based planning
- Optimization
  - Detailed cost maintenance
- Multiple modes of transport
- Flexible planning start date

Tactical supply planning
- Shelf-life planning (heuristic)
- Location-products specified as non-stocking node for optimizer

Order-based planning
- Integration
  - Enable a separate integration source for each order-based planning area
  - Deployment STR visible in SAP S/4HANA
- Usability and traceability enhancements
  - Additional location material attributes
  - Additional demand fulfillment key figures
- Safety days of supply

Tactical supply planning
- Enhancements to the time-series-based supply planning
  - Combined static and dynamic periods of supply in lot-sizing procedures
  - Enable forecast consumption for non-supply planning areas

Order-based planning
- Optimization
  - Cost profile
- Maximum lateness of demands
- Advanced forecast consumption
- Assembly Scrap
- Consider Goods Receipt Processing Times

Tactical supply planning
- Enhancements to the time-series-based supply planning
  - Support Transportation resources
  - Alternative components (component substitution) with priority for optimizer
  - Flexible mapping for attributes and key figures for supply planning
  - Support sub-networks for shelf-life heuristic

Order-based planning
- Integration
  - Multiple integration sources for one common planning area
- Optimization
  - Planning in weeks
- Quota Arrangements

Tactical supply planning
- Enhancements to the time-series-based supply planning
  - Master data simulations in user-defined scenarios
  - Holiday or blackout time-periods support on sources of supply
  - Simplified optimizer cost maintenance
  - Assembly scrap

V1811 – Recent innovations
V1902 – Planned Q1/2019
V1905 – Planned Q2/2019
V1908 – Planned Q3/2019

Release 1811
This is the current state of planning and may be changed by SAP at any time without notice.
© 2018 SAP SE or an SAP affiliate company. All rights reserved.
PUBLIC
SAP Integrated Business Planning for response and supply
Direction update

Enhancements in order-based planning
- Periodic lot sizes
- Multiple activities in planned orders
- Near-real-time integration from SAP S/4HANA and SAP ERP to SAP Integrated Business Planning and multi-ERP integration
- MRP areas
- Subcontracting support
- Production in another plant
- Coproducts and by-products
- MRP segments for make-to-order and project segments
- Characteristics-based planning and shelf-life planning
- Product and location substitution

Supply and allocations planning
- Delta planning, enhanced parallel planning

Response planning
- Allocation on components and aggregate levels

Deployment planning
- Deployment optimization
- Push deployment
- Load consolidation
- Transportation and handling capacities

Operational supply planning
- Infinite supply planning heuristics on order data
- Capacity leveling on infinite planning result
- DDMRP replenishment
Thank You!

Pramod Mane
IBP Product Management
SAP SE
E pramod.mane@sap.com

Michael Mack
IBP Product Management
SAP SE
E michael.mack@sap.com

Eric Simonson
IBP Solution Management
SAP SE
E eric.simonson@sap.com
Appendix
IBP Roadmap

Please see: https://www.sap.com/products/roadmaps.html

- Search on “Integrated”.

Browse all Road Maps

```
Integrated

Filter

Products

1 results

Sort by: A-Z

SAP Integrated Business Planning Road Map

All products
```
SAP Integrated Business Planning is closely related to and integrated with corresponding operation processes in execution systems such as SAP S/4HANA. Furthermore, SAP Integrated Business Planning leverages SAP Fiori front ends and takes an active part in the SAP Fiori UI journey.

Related product road maps available on sap.com/roadmaps:
- SAP ERP
- SAP S/4HANA
- SAP Fiori
Learn more
SAP customers and partners

► SAP Road Maps
► SAP Community
► IT Planning Resources
► Innovation Discovery
► SAP Transformation Navigator
► SAP User Groups
► SAP Integrated Business Planning Community
► SAP.com Landing Page for SAP Integrated Business Planning
► SAP Integrated Business Planning Online Help and Documentation