



Business Technology Platform
Value Accelerator

SAP Business Technology Platform | Public

SAP Analytics Cloud for Planning

Exploring Common Use Cases

Customer Playbook

THE BEST RUN



◀◀ **SAP Analytics Cloud for Planning** Exploring Common Use Cases

The objective of this playbook is to guide customers through understanding SAC for Planning use cases and to better understand the potential impact of planning use cases.

The playbook will provide guidance on:

- Understanding the basics of SAP Analytics Cloud for Planning
- Solution Overview
- Use case examples and pre-delivered business content
- Where to find additional resources and documentation
- How SAP can support you through this use case exploration



<< SAP Analytics Cloud for Planning **The Basics**

Overview

SAP Analytics Cloud (SAC) is a software-as-a-service (SaaS) offering combining business intelligence, collaborative enterprise planning, and augmented analytics. SAC seamlessly integrates with your data and planning solutions to deliver a 360° view of your business.

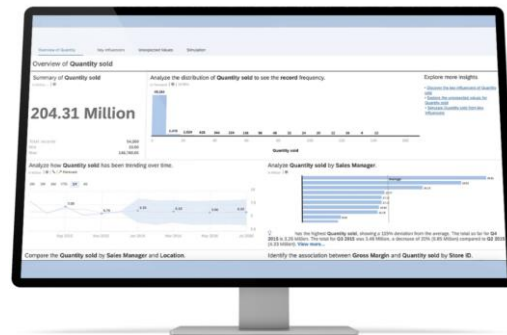
Data Sources & Process

With SAC for Planning, you can bring in siloed plans from across the enterprise to maintain the integrity of each function yet have an end-to-end view to confidently drive decisions.

Use Case Examples

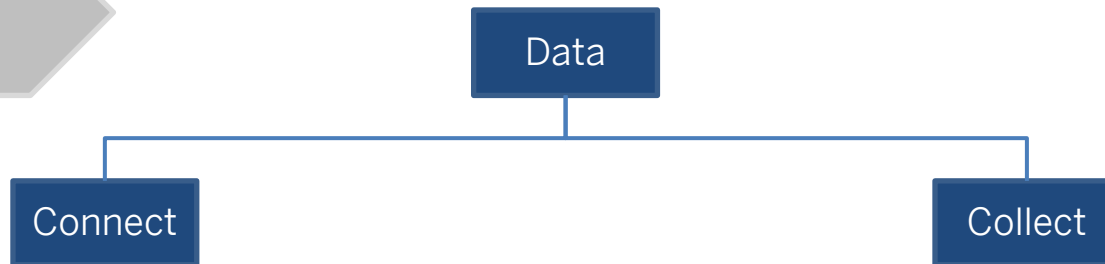
This Value Accelerator is designed to help you understand the capabilities of SAC planning and the process for getting started.

Additional Resources



<< SAP Analytics Cloud for Planning **Business Intelligence vs Planning**

Overview



Business Intelligence (BI) uses existing data to support business decisions.

BI applications can exist standalone but benefit from data collection when paired with a planning solution.

Planning collects or generates new data using allocations, calculations or predictive AI.

Adding to data collection capabilities, the Planning application will need the data connectivity processes to connect to existing data.

Accordingly, all Planning projects combine both Business Intelligence and Planning.



<< SAP Analytics Cloud for Planning: Diff : Business Intelligence and Planning

Overview

High level comparison between the capabilities provided to users with Business Intelligence (BI) licenses and the those available to users with Planning licenses.

This can be helpful in identifying which users may require a planning license and for which a BI license may suffice.

SAP Analytics Cloud – Business Intelligence

Reporting and Dashboarding business needs

Plan numbers but cannot Publish data

Ability to connect in Live and Acquisition mode to different data sources

Empower Business users with Advanced Data exploration, Visualizations and Augmented Analytics.

Extensive support for Predictive features within SAP Analytics Cloud.

SAP Analytics Cloud – Planning

Can Plan and Publish Plan data

Empower Planning users with advanced features – Data Actions, Value Driver Trees, Allocations, Direct Data Entry and integrated Collaboration

Ability to connect in Data Acquisition mode and Live Connection – Live only for BPC Embedded

Empower business areas to collaborate in real-time, break down data silos, unify plans, and align processes with collaborative Enterprise Planning.

Limited support for Predictive features within SAP Analytics Cloud.



<< SAP Analytics Cloud for Planning Steps in the Planning Cycle



Overview

Planning touches every aspect of an organization and a wholistic approach is required to effectively integrate this information to support strategic and financial plans.

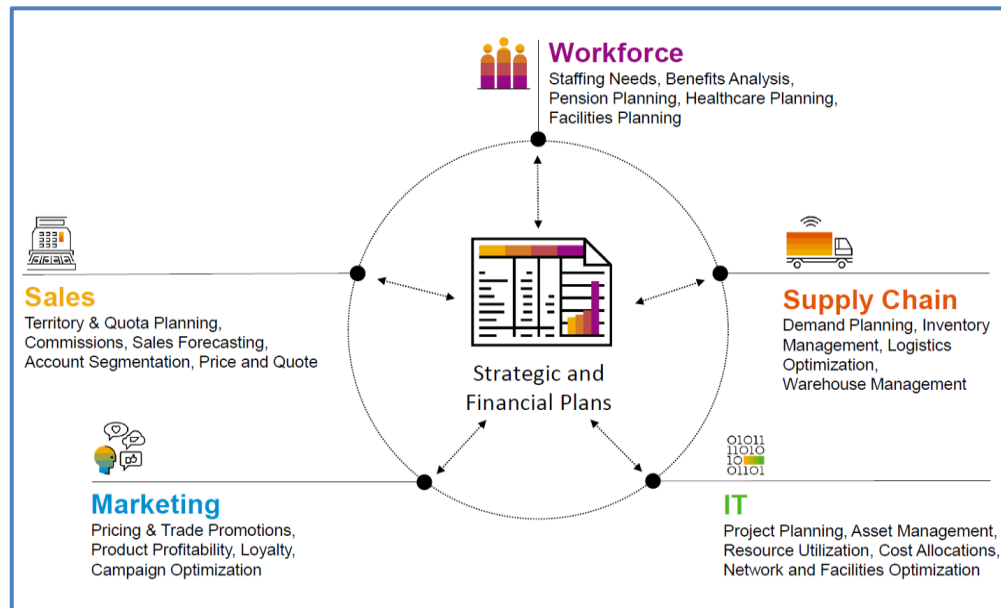
Workforce: Staffing Needs, Benefits Analysis, Pension Planning, Healthcare Planning, Facilities Planning.

IT: Project Planning, Asset Management, Resource Utilization, Cost Allocations, Network and Facilities Optimization.

Sales: Territory & Quota Planning, Commissions, Sales Forecasting, Account Segmentation, Price and Quote

Supply Chain: Demand Planning, Inventory Management, Logistics Optimization, Warehouse Management

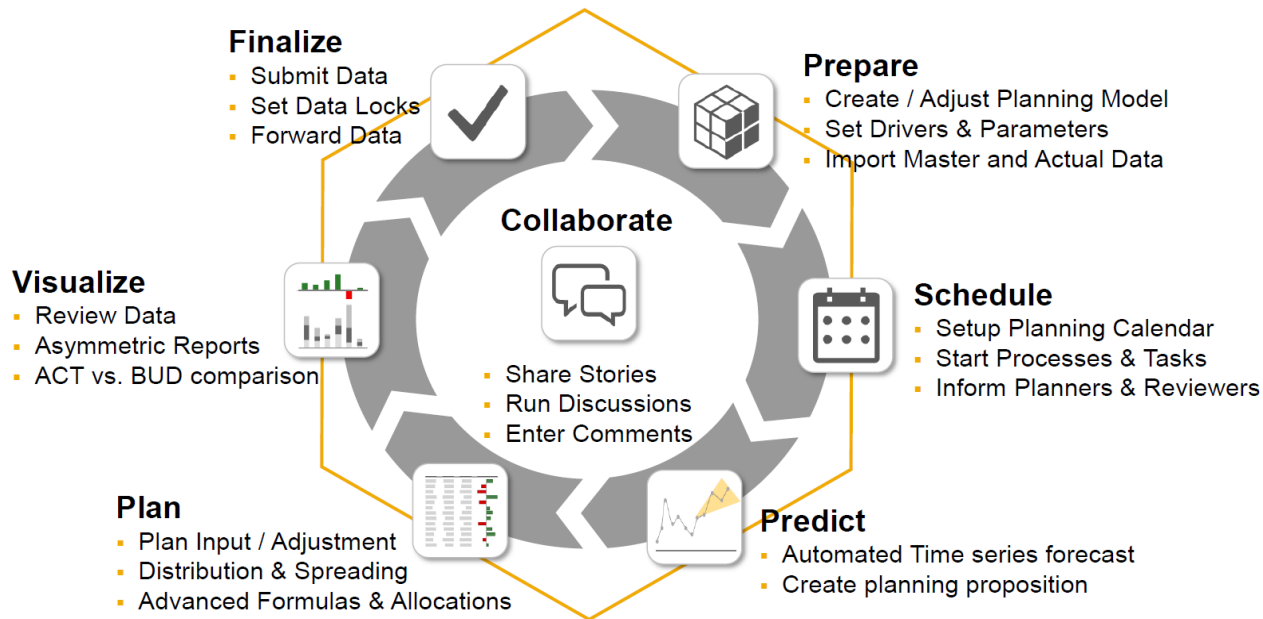
Marketing: Pricing & Trade Promotions, Product Profitability, Loyalty, Campaign Optimization.



<< SAP Analytics Cloud for Planning Steps in the Planning Cycle

Overview

SAP Analytics Cloud for Planning can support you and your planners through all aspects of the planning cycle from conception through publication.



<< SAP Analytics Cloud for Planning **Data Sources**

Overview

Data Sources & Process

Use Case
Examples

Additional
Resources

SAP Analytics Cloud can connect to a wide variety of data sources, to get more information on connecting to data sources, either with live connection or with acquired data, you can explore our SAP Analytics Cloud Connectivity playbook. Some of the most common connections to help business users plan collaboratively include:

Excel Based Files

BPC Standard

SAP S/4 HANA
Cloud

SAP S/4 HANA On
Premise

SAP HANA

SAP Integrated
Business Planning

SAP BW & SAP
BW/HANA

BPC Embedded

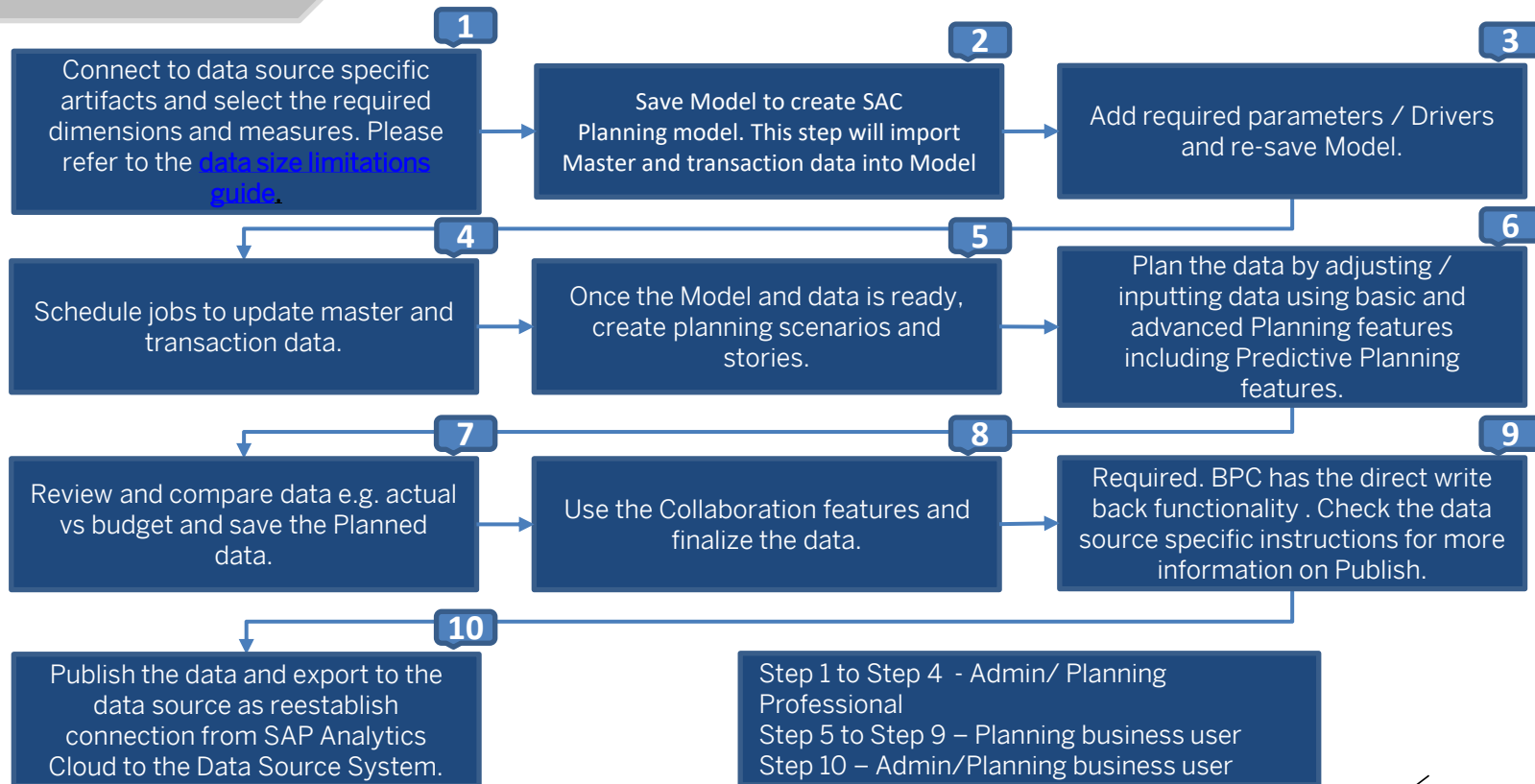
Non-SAP Data
Sources



<< SAP Analytics Cloud for Planning **End-to-End Process**



Data Sources & Process



<< SAP Analytics Cloud for Planning **Key Features**

Overview

Data Sources &
Process

Use Case Examples

Additional
Resources

In the following pages you'll have the opportunity to explore some common use cases for SAP Analytics Cloud for Planning. Each of these examples references [SAP Analytics Cloud Pre-Delivered Business Content](#). Here you will be able to explore common scenarios that are part of SAP delivered prebuilt content and learn about some key features of SAC Planning. Many customers have used this pre-delivered business content as a jumping off point for use case identification and development.

Financial Revenue Planning

Sales and Operations Planning
(S&OP)

Product Cost Planning

Human Capital Planning – Salary &
Employment Cost



<< SAP Analytics Cloud for Planning **Financial Revenue Planning (1 of 3)**

Use Case Examples



Financial Revenue planning focuses on forecasting and planning sales revenue to support decisions about how to allocate resources against expenses and/or investments in a business. This process supports determining prices and sales quantity planning for products and revenue calculations to make decisions on business investment.

Implementation within SAC

- SAC can help planning of net revenue for a certain planning period, typically for one calendar year and define targets for net revenue.
- The users from the sales organization do the planning against the targets. Goal for the planner is to achieve a reasonable plan that meets the target. This process can be iterative, i.e. sales planner might realize that targets can't be meet. In this case target planner might adapt targets and sales planning starts again.



<< SAP Analytics Cloud for Planning **Financial Revenue Planning (2 of 3)**

Use Case Examples

Data Sources for Financial Revenue use case implementation within SAC:

Depending on what each customer uses as a planning solution, the target data could be residing in any of the following data sources:

- Data from files
- From a SAP or non-SAP on premise system including BPC, BW, S/4HANA, BW4HANA
- From SAP or non-SAP cloud solutions including S/4 HANA Cloud

Once the data source is identified then SAC needs to consume the data and the planner needs to create models in SAC to create stories and charts.

- [Financial Statement Planning in SAP Analytics Cloud](#)
- [SAP Analytics Cloud Planning Help](#)
- [Guided Playlist for SAP Analytics Cloud](#)



<< SAP Analytics Cloud for Planning **Financial Revenue Planning (3 of 3)**

Use Case Examples

Sample dashboards for business users:

- [SAP Analytics Cloud Pre-delivered content](#)
- [How to make better decisions by Forecasting](#)



<< SAP Analytics Cloud for Planning Sales & Operations Planning (1 of 3)

Use Case Examples



Sales and Operations Planning (S&OP) is a process that coordinates different areas of the business to meet customer demand with the appropriate level of supply.

S&OP is the creation of a unified, consensus-based business plan that enables organizations to control inventory costs while improving service levels.

Implementation within SAC

- The SAC stories created for Sales and Operations planning provide high level overview of financial targets by combining data from sales, production and financial business areas. This data can be compared for different product families, locations, customer groups and time dimensions.
- When paired with a Sales and Operations Planning tool (like SAP IBP) enterprises can run an end-to-end planning process across finance, commercial and supply chain.
- SAC provides a wide range of planning features like variance analysis to see gross profit for this year as compared to last year, time series analysis to see how revenue has trended over time and many more to help business users make decisions on demand management and production planning.



<< SAP Analytics Cloud for Planning Sales & Operations Planning (2 of 3)

Use Case Examples

Data Sources for S&OP use case implementation within SAC:

Depending on what each customer uses as a planning solution, the target data could be residing in any of the following data sources:

- SAP Integrated Business Planning (IBP)
- SAP S/4 HANA
- SAP BW or BW4HANA
- Non-SAP S&OP system

Once the target data source is identified, then SAP Analytics Cloud can help model the data and create actionable insights for major business decisions.

- [Collaborative Planning \(IBP+SAC\)](#)



<< SAP Analytics Cloud for Planning Sales & Operations Planning (3 of 3)

Use Case Examples

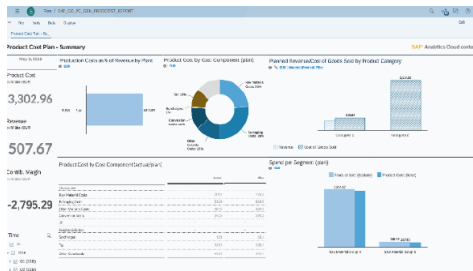
Sample dashboards for business users:

- Story Name Pre-delivered content for SAC_IBP
 - SAP_IBP_MANAGEMENTBUSINESSREVIEW_DASHBOARD,
 - SAP__IBP_SOP_MANAGEMENTBUSINESSREVIEW
- Additional information:
 - [Integration Flow between SAC and IBP Part1](#)
 - [Integration Flow between SAC and IBP Part2](#)



<< SAP Analytics Cloud for Planning Product Cost Planning (1 of 2)

Use Case Examples



The screenshot displays the 'Product Cost Planning & Simulation' table. The table has columns for 'Cost Center', 'Component', 'Cost', 'Control', 'Control', 'Control', and 'Control'. The data is organized into rows for different cost centers and components, showing the breakdown of costs and controls.

Product cost planning is an area within Product Cost Controlling where you can plan costs for materials without reference to orders and set process for materials and other cost accounting objects. Product Cost Planning enables you to answer questions like what is most efficient for the product line and how much can a company lower unit cost by increasing output amongst other inquiries.

Implementation within SAC

- Product Cost Planning involves calculating non-order-related cost of goods manufactured and cost of goods sold for each product unit.
- You can establish how the costs are broken down for each product, and calculate the value added for each step of the production process. This enables you to optimize the cost of goods manufactured and support make-or-buy decisions.
- In addition, product cost planning provides information for sales and profitability planning as part of an integrated planning process.



<< SAP Analytics Cloud for Planning **Product Cost Planning (2 of 2)**

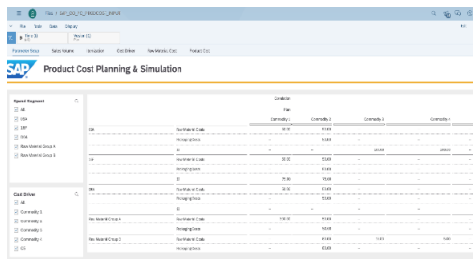
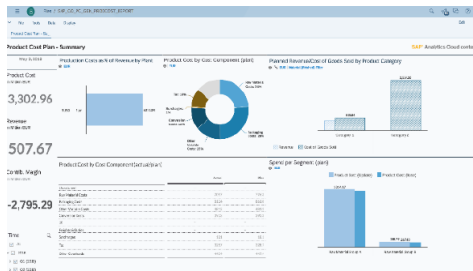
Use Case Examples

Data Sources for Product Cost Planning use case implementation within SAC:

The most common data source is SAP S/4 HANA.

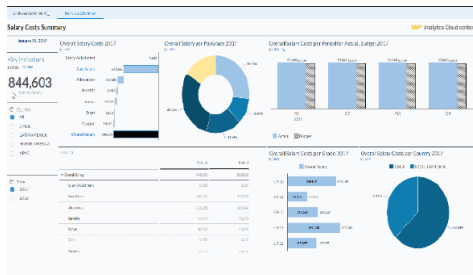
Sample dashboards for business users:

- Story Name Pre-delivered content for Product Cost Planning
 - SAP_CO_PC_PRODCOST_INPUT
 - SAP_CO_PC_GEN_PRODCOST_REPORT
- Additional information:
 - [Product Cost Planning in SAP Analytics Cloud](#)



<< SAP Analytics Cloud for Planning Human Capital Planning (1 of 2)

Use Case Examples



1- HR Costs Planning per Grade and Location

Grade	Location	Costs	Headcount
1000	1000	1000	1000
1000	1001	1000	1000
1000	1002	1000	1000
1000	1003	1000	1000
1000	1004	1000	1000
1000	1005	1000	1000
1000	1006	1000	1000
1000	1007	1000	1000
1000	1008	1000	1000
1000	1009	1000	1000
1000	1010	1000	1000
1000	1011	1000	1000
1000	1012	1000	1000
1000	1013	1000	1000
1000	1014	1000	1000
1000	1015	1000	1000
1000	1016	1000	1000
1000	1017	1000	1000
1000	1018	1000	1000
1000	1019	1000	1000
1000	1020	1000	1000

Headcount Planning is one of the most critical task for any Talent Management team. This focuses on ensuring that an organization has the right number of people with right skills in the right roles to execute the business strategy.

Implementation within SAC

- SAP Analytics Cloud Planning capabilities enable business users to draw additional insights from the headcount planning data to create interactive and engaging reports on hiring needs and salary recommendations.
- The HR story in the pre-delivered content helps to see the key HR Metrics related to Workforce, Headcount movement, succession management, Gender diversity, Average Tenure vs Performance of Exits, Employee Engagement Index.
- The Recruitment story provides Recruitment Overview, Job Requisitions by Country, Department and lot of other information about Employees in the organization.



<< SAP Analytics Cloud for Planning Human Capital Planning (2 of 2)

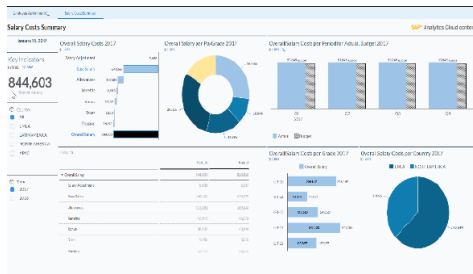
Use Case Examples

Data Sources for Human Capital Planning use case implementation within SAC:

The most common data source is SAP SuccessFactors

Sample dashboards for business users:

- Story Name Pre-delivered content for Employment & Salary Planning
 - SAP__HR_GEN_HR
 - SAP__HR_GEN_HEADCOUNT
 - SAP__HR_GEN_RECRUITMENT
- Additional information:
 - [SAP Analytics Cloud HR use case](#)



The dashboard '1- HR Costs Planning per Grade and Location' displays a table with the following data:

Grade	Location	2017	2018	Total
1000	1000	1000	1000	2000
1000	1001	1000	1000	2000
1000	1002	1000	1000	2000
1000	1003	1000	1000	2000
1000	1004	1000	1000	2000
1000	1005	1000	1000	2000
1000	1006	1000	1000	2000
1000	1007	1000	1000	2000
1000	1008	1000	1000	2000
1000	1009	1000	1000	2000
1000	1010	1000	1000	2000
1000	1011	1000	1000	2000
1000	1012	1000	1000	2000
1000	1013	1000	1000	2000
1000	1014	1000	1000	2000
1000	1015	1000	1000	2000
1000	1016	1000	1000	2000
1000	1017	1000	1000	2000
1000	1018	1000	1000	2000
1000	1019	1000	1000	2000
1000	1020	1000	1000	2000
1000	1021	1000	1000	2000
1000	1022	1000	1000	2000
1000	1023	1000	1000	2000
1000	1024	1000	1000	2000
1000	1025	1000	1000	2000
1000	1026	1000	1000	2000
1000	1027	1000	1000	2000
1000	1028	1000	1000	2000
1000	1029	1000	1000	2000
1000	1030	1000	1000	2000
1000	1031	1000	1000	2000
1000	1032	1000	1000	2000
1000	1033	1000	1000	2000
1000	1034	1000	1000	2000
1000	1035	1000	1000	2000
1000	1036	1000	1000	2000
1000	1037	1000	1000	2000
1000	1038	1000	1000	2000
1000	1039	1000	1000	2000
1000	1040	1000	1000	2000
1000	1041	1000	1000	2000
1000	1042	1000	1000	2000
1000	1043	1000	1000	2000
1000	1044	1000	1000	2000
1000	1045	1000	1000	2000
1000	1046	1000	1000	2000
1000	1047	1000	1000	2000
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1000	1051	1000	1000	2000
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1000	1057	1000	1000	2000
1000	1058	1000	1000	2000
1000	1059	1000	1000	2000
1000	1060	1000	1000	2000
1000	1061	1000	1000	2000
1000	1062	1000	1000	2000
1000	1063	1000	1000	2000
1000	1064	1000	1000	2000
1000	1065	1000	1000	2000
1000	1066	1000	1000	2000
1000	1067	1000	1000	2000
1000	1068	1000	1000	2000
1000	1069	1000	1000	2000
1000	1070	1000	1000	2000
1000	1071	1000	1000	2000
1000	1072	1000	1000	2000
1000	1073	1000	1000	2000
1000	1074	1000	1000	2000
1000	1075	1000	1000	2000
1000	1076	1000	1000	2000
1000	1077	1000	1000	2000
1000	1078	1000	1000	2000
1000	1079	1000	1000	2000
1000	1080	1000	1000	2000
1000	1081	1000	1000	2000
1000	1082	1000	1000	2000
1000	1083	1000	1000	2000
1000	1084	1000	1000	2000
1000	1085	1000	1000	2000
1000	1086	1000	1000	2000
1000	1087	1000	1000	2000
1000	1088	1000	1000	2000
1000	1089	1000	1000	2000
1000	1090	1000	1000	2000
1000	1091	1000	1000	2000
1000	1092	1000	1000	2000
1000	1093	1000	1000	2000
1000	1094	1000	1000	2000
1000	1095	1000	1000	2000
1000	1096	1000	1000	2000
1000	1097	1000	1000	2000
1000	1098	1000	1000	2000
1000	1099	1000	1000	2000
1000	1100	1000	1000	2000
1000	1101	1000	1000	2000
1000	1102	1000	1000	2000
1000	1103	1000	1000	2000
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1000	1140	1000	1000	2000
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1000	1170	1000	1000	2000
1000	1171	1000	1000	2000
1000	1172	1000	1000	2000
1000	1173	1000	1000	2000
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1000	1194	1000	1000	2000
1000	1195	1000	1000	2000
1000	1196	1000	1000	2000
1000	1197	1000	1000	2000
1000	1198	1000	1000	2000
1000	1199	1000	1000	2000
1000	1200	1000	1000	2000



<< Capabilities Enabling Connection **Additional Resources**

Overview

Data Sources &
Process

Use Case
Examples

Additional Resources

Top Self-Service Resources

- [Planning with SAP Analytics Cloud – An Open SAP course](#): Explore planning concepts in a Self-paced learning offering. This course will provide an overview of the planning capabilities of SAP Analytics Cloud. Topics will include advanced planning, managing the planning process, predictive planning, and building custom planning applications.
- [SAC Help Documentation](#): If you're interested in learning more about specific solution features, this documentation provides feature by feature descriptions of SAC.
- [SAP Analytics Cloud Website](#): Make sure you keep up with the latest information. In addition to registering for the latest product and expert session you can also review blogs, FAQs, learning tracks, and sign up for the SAC solution newsletters.

We recognize that planning can be a complicated topic. Accordingly, if you're looking for some additional guidance please have your assigned Customer Engagement Executive reach out to a SAP Analytics Cloud for Planning Solution Expert for additional support.



<< SAP Analytics Cloud for Planning **Additional Resources**

Additional Resources

Get a Bit More Technical

- [SAC Influence portal](#): Have your voice heard. Influence product development by creating and voting on new product features.
- [YouTube videos](#): Explore the videos in this playlist to deepen your expertise on specific features and capabilities within SAP Analytics Cloud for Planning.
- [SAC and MS Add' in Roadmap Explorer](#) : SAC and AO Add in Roadmap



<< **Additional Adoption Guidance**

SAP is invested in your success. We hope that this Use Case Exploration Guide & supporting linked documentation has helped you navigate any questions you have on the topic.

We recognize that this can be a complicated topic. Accordingly, if you're looking for some additional guidance please have your assigned Customer Engagement Executive reach out for additional support from a SAP Analytics Cloud for Planning Solution Expert.

