



SAP MaxAttentionInnovation Workshop

Intelligent Spend Management

September 14-15, 2021

PUBLIC

Agenda **Day 1**

- [Welcome Session](#) by Balaji Gaddam Rao
- [Vision for Intelligent Spend and Business Network](#) by Achim Voermanek
- [Deep Dive into Procurement and Invoicing](#) by Frank Bade
- [Deep Dive into Sourcing and Contract](#) by Patricia Linss & Aitor Lopez Fadrique
- SAP Ariba Supply Chain Collaboration by Prashant Singhai
- [Intelligent Technology- Integration](#) by Kalyan Valluri & Satheesh Gannamraju
- [Closing Remarks](#) by Sagar Deshmukh and Rajiv Palkhiwala

Agenda Day 2

- [Welcome & Recap from Previous Day](#) by Sagar Deshmukh
- [SAP Intelligent Technologies in Intelligent Spend Management](#) by Roman Mayer & Peter Wohlsen
- [SAP Business Network](#) by Vishnu Arcot
- [Services Procurement with SAP Fieldglass](#) by Amanda Sleva
- [Customer Infosession - Transforming Procure-to-Pay Process @ Astellas](#) by Vinay Kinger
- [How can SAP MaxAttention help with ISM Strategy](#) by Rajiv Palkhiwala & Sachidananda Shetty Giliyaru
- [Closing Remarks](#) by Sagar Deshmukh

Tuesday Day 1

September 14, 2021



SAP MaxAttention Innovation Workshop

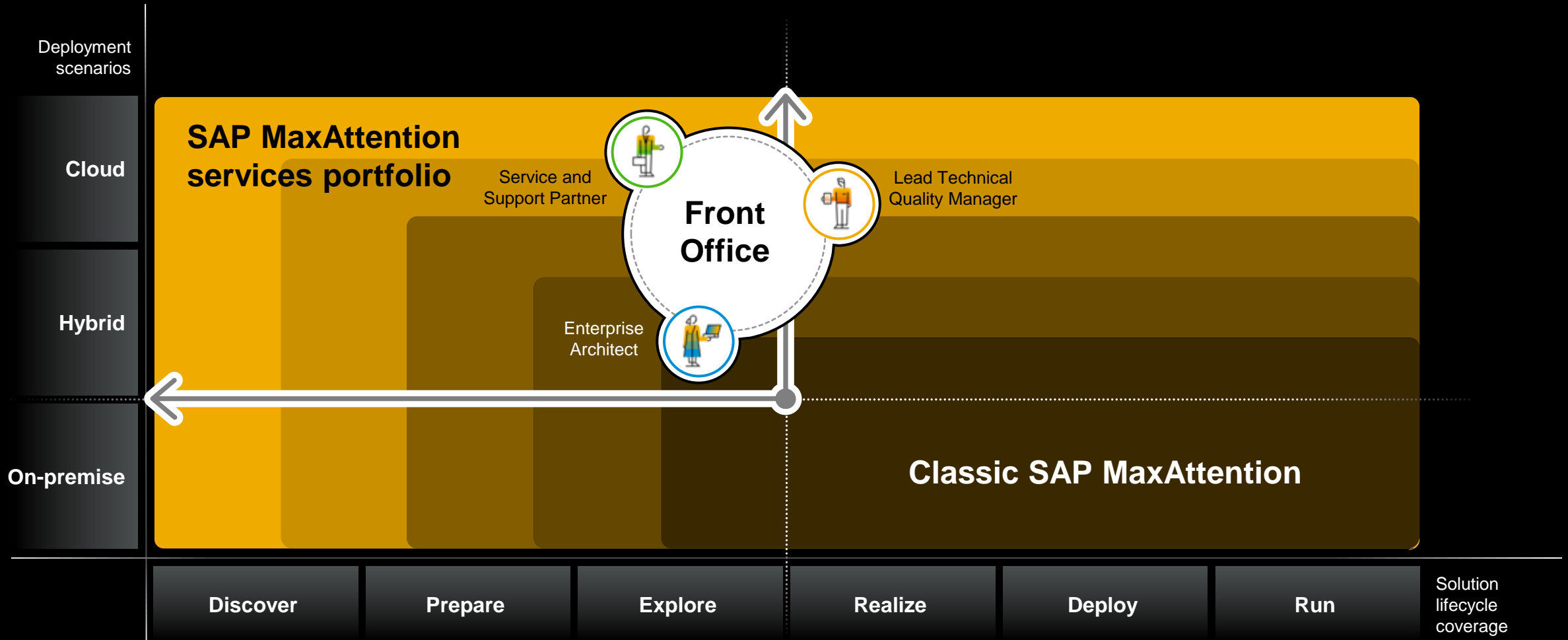
Intelligent Spend Management

Opening and Introduction

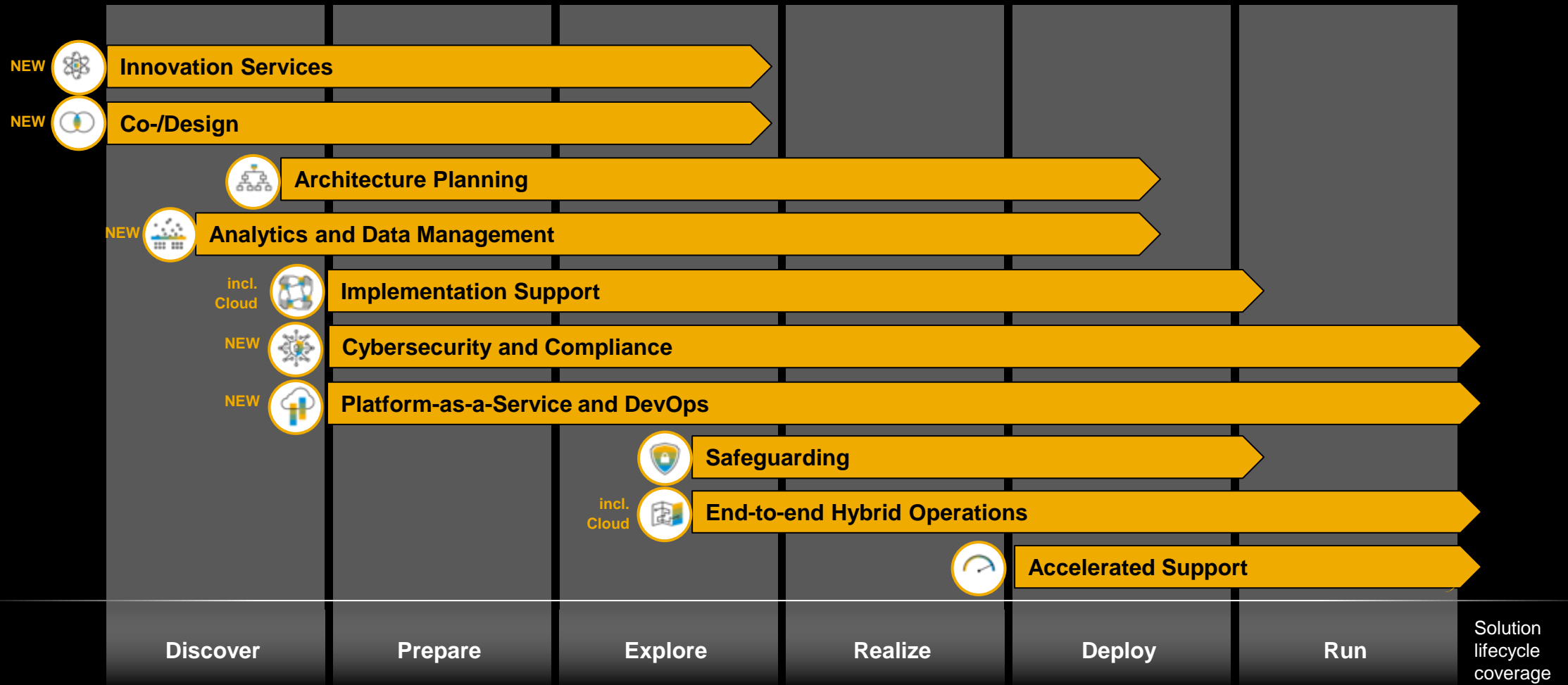
Balaji Gaddam and Sagar Deshmukh, SAP
September 14th 2021

PUBLIC

SAP Premium Engagements: **SAP MaxAttention**

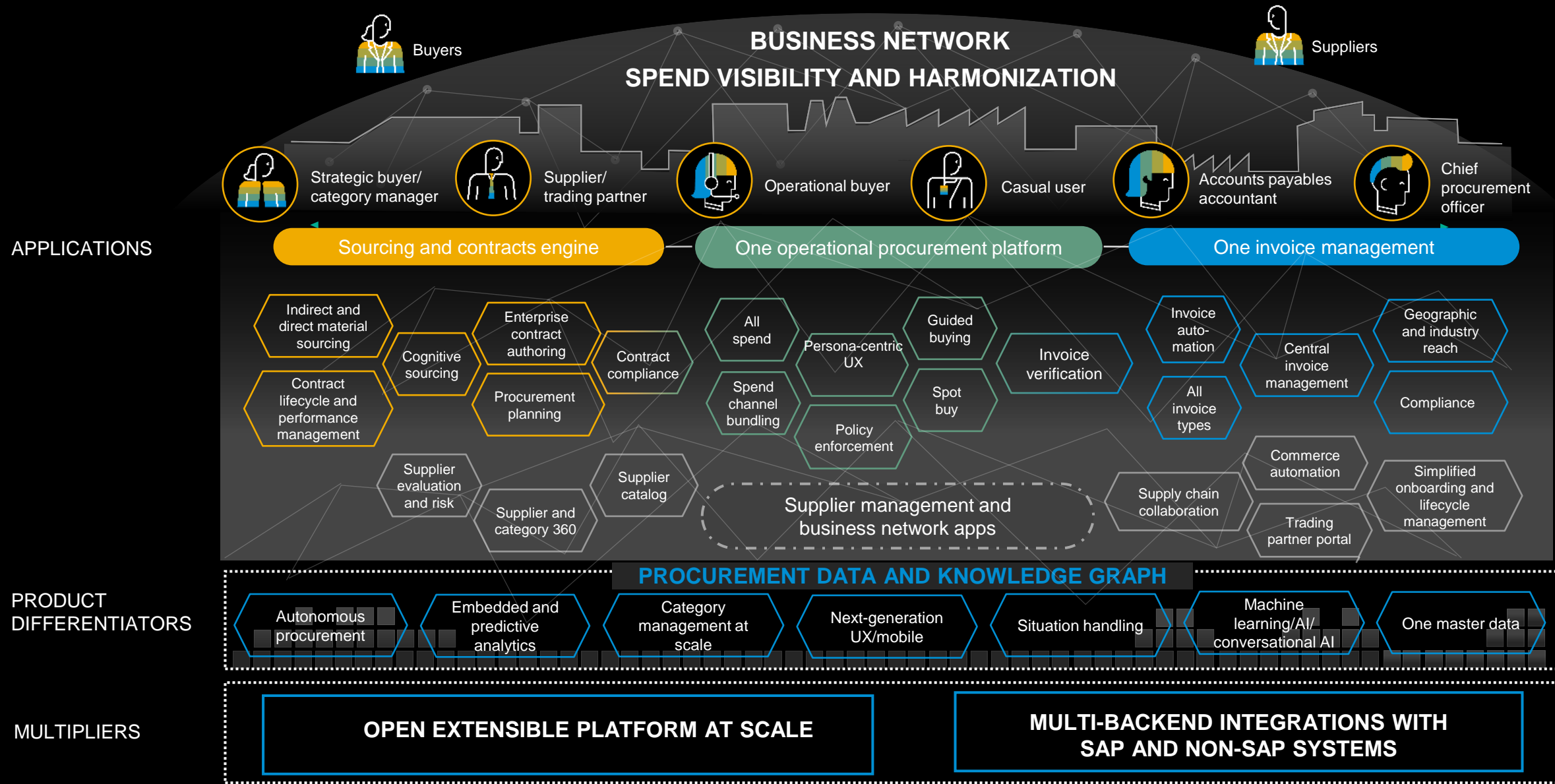


Successful Transformations **Require Comprehensive Services and Scope***



*100% Remote Delivery Available

SAP procurement solution portfolio north star



Agenda Day 1 **September 14, 2021 – North Star Procurement Vision, Invoicing, Sourcing & Contracts, and Integration**

8:00 a.m. PST 11:00 a.m. EST 5:00 p.m. CET	0:15	Welcome Session - Opening - Introduction of the Workshop and Agenda Balaji Gaddam Rao, Vice President Global CoE NA, Customer Success, SAP
8:15 a.m. PST 11:15 a.m. EST 5:15 p.m. CET	0:45	Vision for Intelligent Spend and Business Network - What is the Future Trend for Procurement? , Key Challenges and Customer Requirements and True North Star - Architecture - Globalization/Regional Achim Voermanek, Vice President Product Strategy, SAP
9:00 a.m. PST 12:00 p.m. EST 6:00 p.m. CET	0:45	Deep Dive into Procurement and Invoicing - How does SAP support One Procurement? , SAP S/4HANA Central Procurement Concept and SAP Central Invoice Management Solution and Touchless Invoicing Frank Bade, Business Architect, SAP Procurement Strategy Group, SAP Product Engineering, SAP
9:45 a.m. PST 12:45 p.m. EST 6:45 p.m. CET	0:15	Break and Poll
10:00 a.m. PST 1:00 p.m. EST 7:00 p.m. CET	0:30	Deep Dive into Sourcing and Contract - One Intelligent Source-to-Contract platform, Guided Sourcing, Vision & Roadmap and Patricia Linss, SAP Procurement Solution Management and Product Management, Customer Success, SAP Aitor Lopez Fadrique, SAP Procurement Product Strategy Group, SAP Product Engineering, SAP
10:30 a.m. PST 1:30 p.m. EST 07:30 p.m. CET	0:30	SAP Ariba Supply Chain Collaboration - Why Do Buyers Need Supply Chain Collaboration? , Planned Innovation and Roadmap for SCC and Lessons learned and Customer Examples Prashant Singhai, SAP Product Management -SAP Supply Chain Collaboration, SAP Product Engineering, SAP
11:00 a.m. PST 2:00 p.m. EST 8:00 p.m. CET	0:45	Intelligent Technology- Integration - SAP Ariba Cloud Integration Gateway and the Value it holds, Why Move to CIG? and Product Roadmap and Customer Case Study Kalyan Valluri, Senior Director Product Management, Cloud Integration, SAP Product Engineering, SAP Satheesh Gannamraju, Product Strategy, SAP Procurement, SAP
11:45 a.m. PST 2:45 p.m. EST 8:45 p.m. CET	0:15	Closing Remarks - Customer Feedback and Poll Results Sagar Deshmukh, Senior Director Procurement & Planning CoE NA, Customer Success, SAP Rajiv Palkhiwala, Chief Architect/Team Lead Procurement Team CoE NA, Customer Success, SAP
12:00 p.m. PST 3:00 p.m. EST 9:00 p.m. CET		End of Day 1

Agenda Day 2 September 15, 2021 – Intelligent Technologies in Procurement, Business Network, Customer Infosession and MaxAttention engagement

8:00 a.m. PST 11:00 a.m. EST 5:00 p.m. CET	0:15	Welcome & Recap from Previous Day - Agenda and Customer Feedback Sagar Deshmukh, Senior Director Planning & Procurement CoE NA, Customer Success, SAP
8:15 a.m. PST 11:15 a.m. EST 5:15 p.m. CET	0:45	SAP Intelligent Technologies in Intelligent Spend Management - Intelligent Procurement: Technologies, Use Cases and Live Demos (incl. BTP Platform) and Procurement vision in Sustainability Roman Mayer, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP Peter Wohlsen, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP
9:00 a.m. PST 12:00 p.m. EST 6:00 p.m. CET	0:30	SAP Business Network - What is SAP Business Network? and Planned Innovations and Product Roadmap Vishnu Arcot, SAP Business Network, GTM Lead, SAP
9:30 a.m. PST 12:30 p.m. EST 6:30 p.m. CET	0:15	Break and Poll
09:45 a.m. PST 12:45 p.m. EST 06:45 p.m. CET	00:30	Services procurement with SAP Fieldglass - How SAP Fieldglass compliments SAP Ariba, Effectively and Actively Managing Services Spending and SAP Fieldglass Roadmap Amanda Sleva - Director- Solution Advisory SAP Services Procurement & External Workforce
10:15 a.m. PST 01:15 p.m. EST 07:15 p.m. CET	00:30	Customer Infosession - Transforming Procure-to-Pay Process @ Astellas - Business Challenges and Current Process Overview, Intelligent Spend Management Roadmap and Business Benefit Vinay Kinger, Senior Manager, SAP Application Management - Purchase 2 Pay @ Astellas
10:45 a.m. PST 01:45 p.m. EST 07:45 p.m. CET	00:30	How can SAP MaxAttention help with ISM Strategy - SAP MaxAttention Portfolio and Customer Delivery Examples Rajiv Palkhiwala, Chief Architect/Team Lead Procurement Team CoE NA, Customer Success, SAP Sachidananda Shetty Giliyar, Senior Architect Procurement Team CoE NA, Customer Success, SAP
11:15 a.m. PST 2:15 p.m. EST 8:15 p.m. CET	0:15	Closing Remarks - Customer Feedback and Poll Results Sagar Deshmukh, Senior Director Planning & Procurement CoE NA, Customer Success, SAP
11:30 p.m. PST 2:30 p.m. EST 8:30 p.m. CET		End of Day 2

Thank you.

Balaji Gaddam
Sagar Deshmukh



The SAP Procurement vision

Addressing the procurement challenges of today and planning for the future

Achim Voermanek, VP Product Strategy, SAP Procurement and Business Network

PUBLIC

Agenda

Trends in procurement

- Macro economic trends impacting procurement in today's society
- Oxford Economics results.....

What are the challenges faced by procurement professionals

- Details

The SAP Procurement vision

- Details

Q&A

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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.

An aerial, high-angle photograph of a large industrial port or logistics hub at night. The scene is illuminated by bright yellow and white lights, creating strong shadows. Numerous semi-trailers are parked in neat rows, facing a long building with a blue roof. In the background, stacks of colorful shipping containers (blue, red, yellow, white) are visible. A few small figures of people can be seen near the trucks, emphasizing the scale of the facility.

Disruptions resulting from the global pandemic have led procurement professionals to **reassess their priorities** and role in the organization.

Doing more with less in procurement requires digital transformation and **automation.**

Market Perspective | Trends

In a post pandemic world, effective spend management will provide the strategic advantage to help organizations thrive in the next normal

Key customer requirements

Key trends

- ! **Resilience & agility** to withstand disruption
- ! **Strategic collaboration** with trading partners
- ! **Intelligent end to end** spend management processes
- ! **Improving productivity** enabling spend mgmt. professionals to deliver strategic value to their business
- ! **Make a Social Impact**
- ! **Addressing cyber risk and regulatory compliance**



Focus on agility and resilience

Diversification and redirecting of supply and supply chains. Risk reduced supply chains, greater transparency on demand & supply elasticity, traceability of supply across an n-tiered supply chain



Digitalization & Automation

Increased appetite and investment for digitization/automation with a goal to drive efficiency through focus on only the highest value, unique and most complex spends and tasks, while AI handles everything else



Rise of external workforce

Contingent workers & service providers will help rebound from disruption with agility & flexibility. Gaining greater visibility into this often-unseen segment of the workforce will be key.



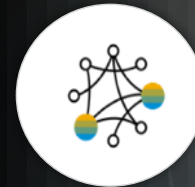
Supplied Enabled Innovation

Leveraging supplier relationships to unlock new sources of value by redesigning processes & products together resulting in R&D expansion, productivity gains and competitive advantage



Greater ESG Accountability

Greater recognition of the importance of environmental, social and governance issues driven by societal changes, customer demand, regulations, investors & employees



Strategic Alliances

Companies across the value chain coming together to drive better visibility, liquidity and responsible sourcing initiatives, leveraging an open network

Obstacles to delivering on the imperatives

32% of executives still use phone, e-mail, and spreadsheets as their primary means of collaborating with external partners¹



Only 52% of companies have invested “significantly” (17%) or “moderately” (35%) in AI/machine learning for the procurement function²



Only 38% of companies have fully automated (6%) or mostly automated (32%) their procurement processes²



Only 35% of executives say they have technology for contingent workforce management³



¹Oxford Economics, [Close collaboration that goes beyond transactions: Direct spend leaders engage with essential suppliers to improve performance](#), Feb. 2021; ²Oxford Economics, [Procurement-powered performance: How digital transformation is elevating Procurement](#), Feb. 2021; ³Oxford Economics, [Agility isn't always on the payroll: Gain full visibility of your external workforce to help you drive better business outcomes](#), Feb. 2021

The SAP **vision** for Procurement



One Spend Strategy...

Key Stakeholders and the Business Problems We Solve



One Spend Strategy...

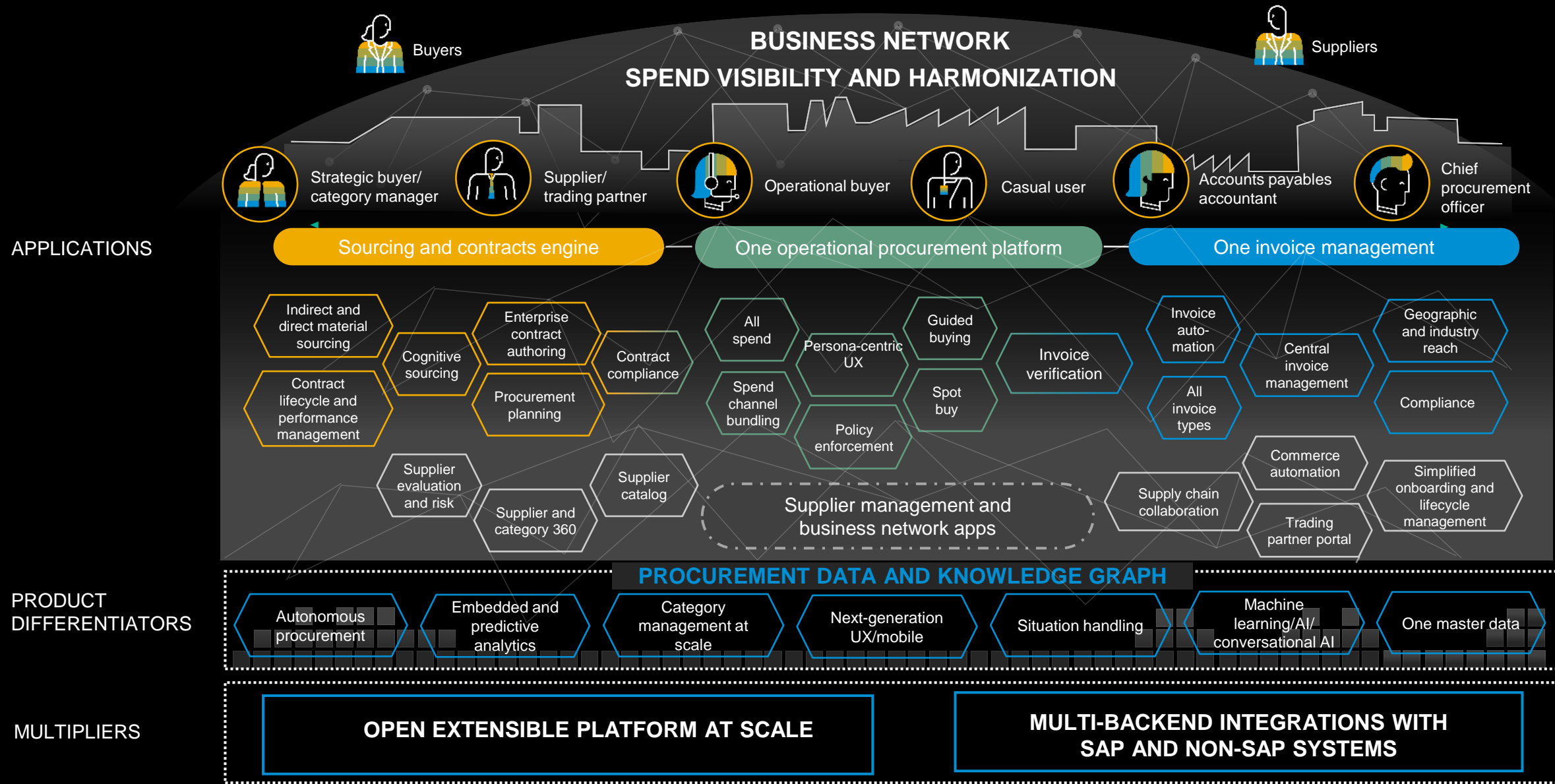
enables our customers to align every spend decision to their business strategy in a networked economy

Autonomous Insight & Control	<ul style="list-style-type: none">• Understand complete spend in real-time• Persistent/pervasive insight• Guide spend behavior based on policy and insight
Intelligent Enterprise Alignment	<ul style="list-style-type: none">• One model for data, deployment, management, access/control and API library/gateway• Industry-aware• Connect all enterprise business processes
Category Leadership	<ul style="list-style-type: none">• Best-in-class solutions for direct, indirect, MRO, contingent, and employee initiated spend• User experience with scaled simplicity• Persona / purpose based flows
Network Driven Spend Management	<ul style="list-style-type: none">• Network based model collaborating with trading partners• Ecosystem of industry and extension partners

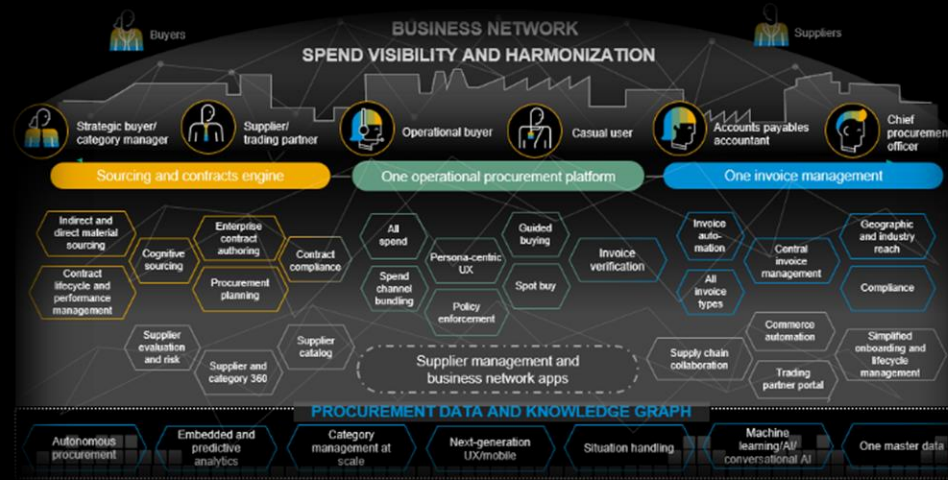
The SAP Procurement North Star

A person is silhouetted while sitting on a large rock, looking up at a vast night sky filled with stars and the Milky Way galaxy. The scene is dark, with the light from the stars illuminating the clouds and the person's silhouette. The overall mood is contemplative and aspirational.

SAP procurement solution portfolio north star



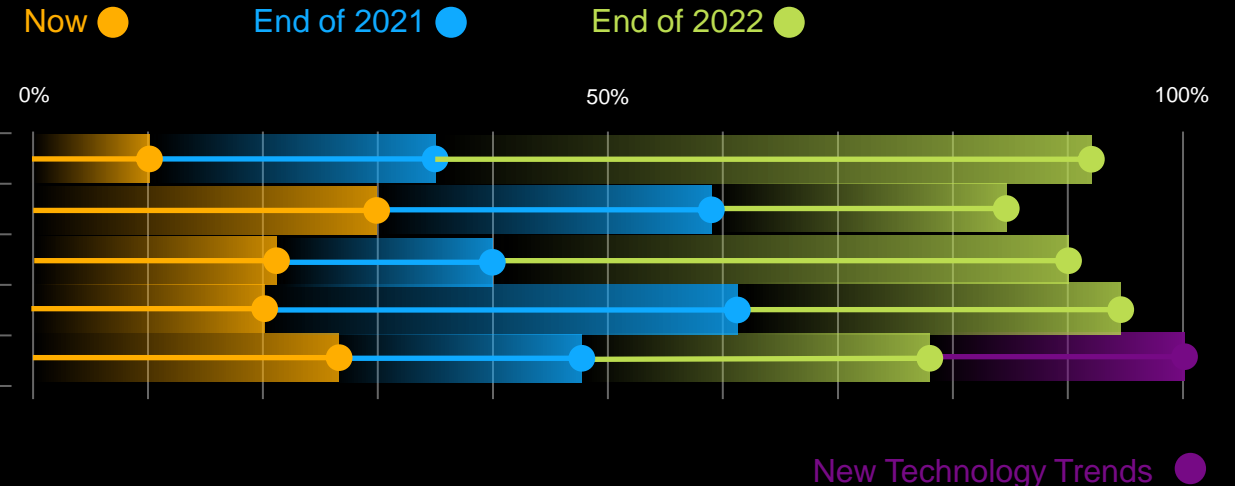
SAP Procurement North Star Overview



- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Platform and Integration

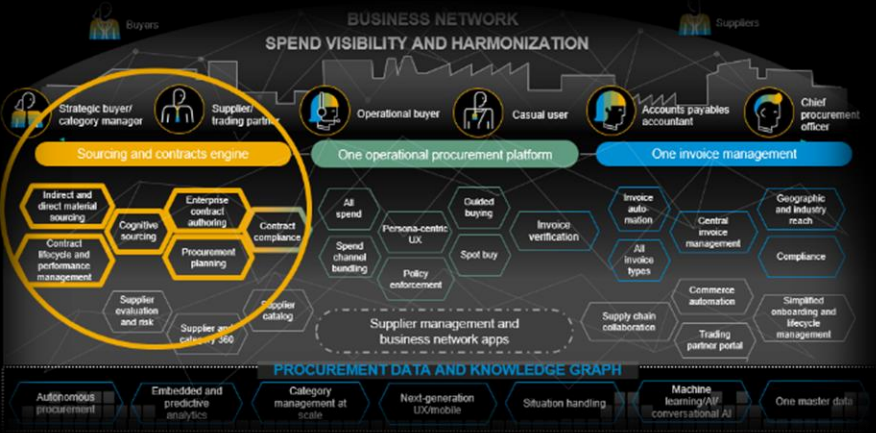
North Star Area

- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Platform and Integration



SAP Procurement Suite North Star Timelines Sourcing and Contracts

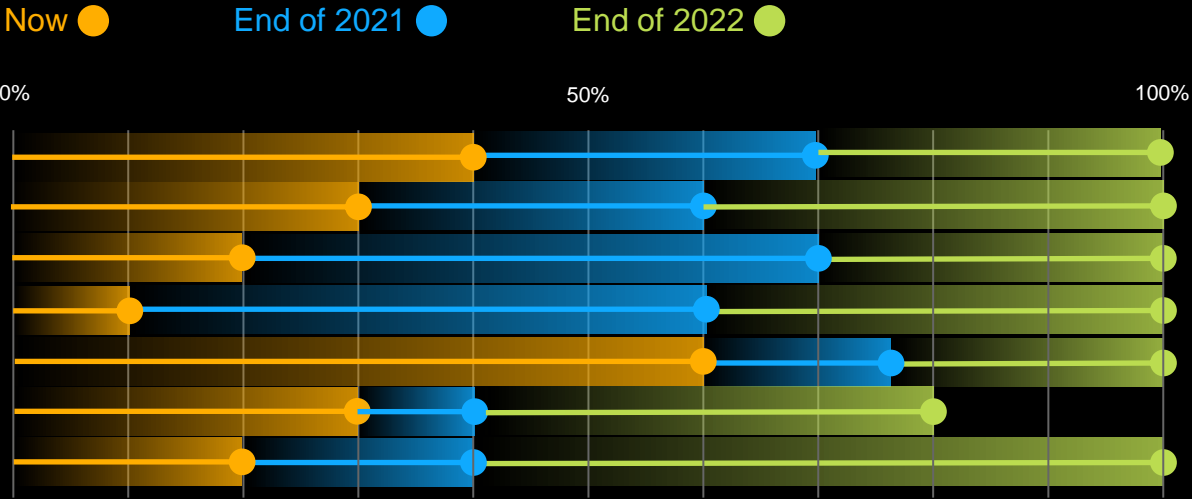
Subject to Change



- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Incubation and Innovation

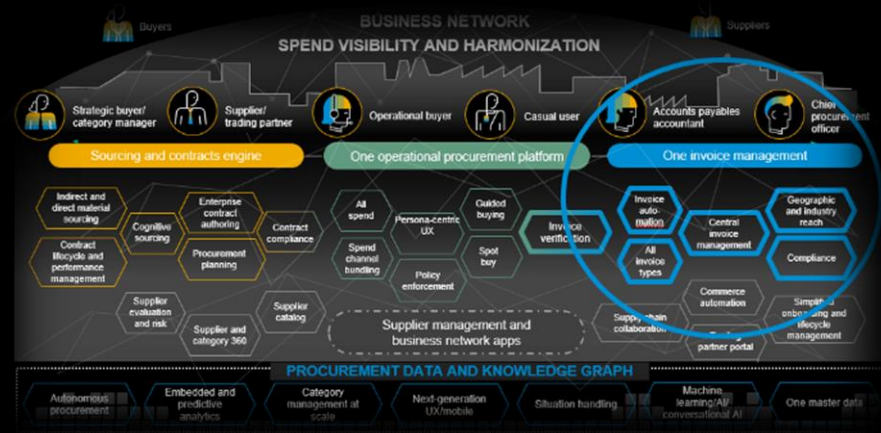
APPLICATION OR PROCESS

- Enterprise Contract Lifecycle & Obligation Management
- Product Sourcing and Contract Re-Negotiation
- Procurement Planning
- Enterprise Contract Authoring
- Indirect Materials Sourcing
- Operational Contracts
- Autonomous and Cognitive Sourcing



SAP Procurement Suite North Star Timelines One Invoice Management

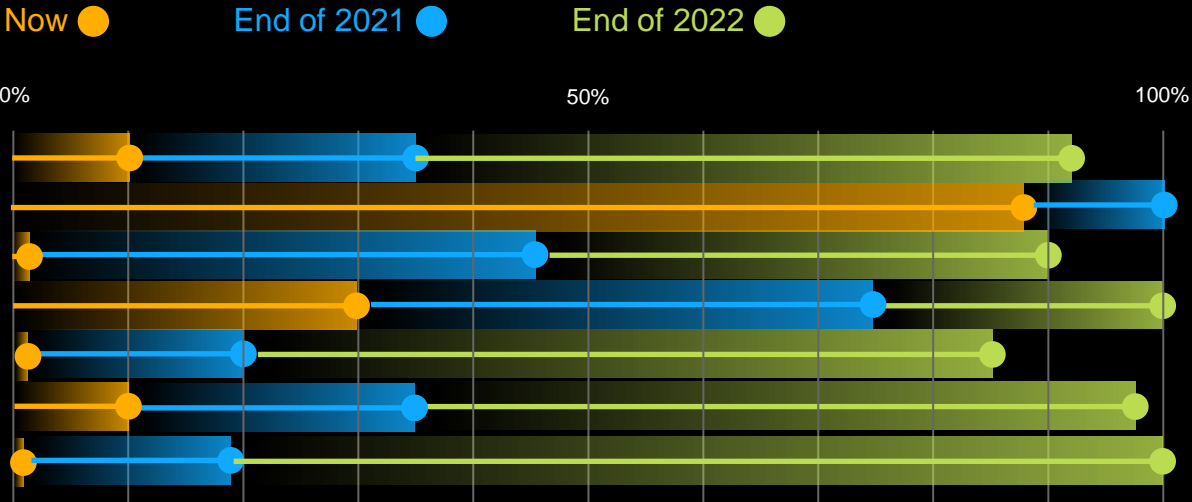
Subject to
Change



- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Incubation and Innovation

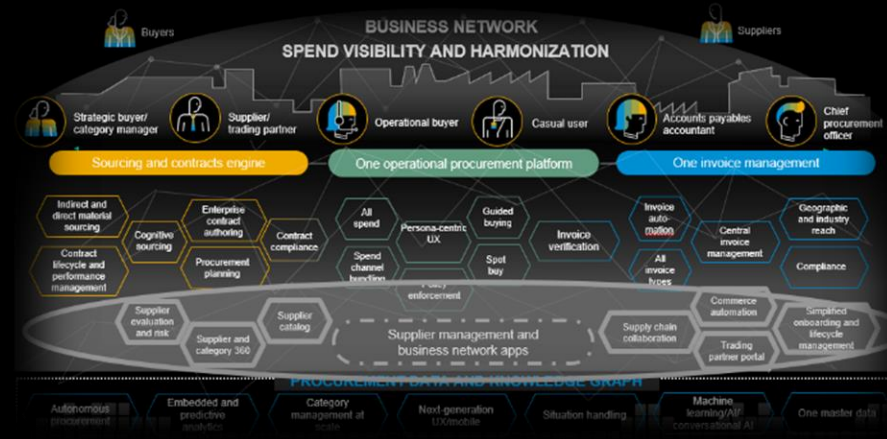
APPLICATION OR PROCESS

- Overall
- Central Invoice Visibility for Accounts Payable
- Invoice Processing Automation
- All Invoice Visibility for Suppliers
- Machine Learning supported End-to-End processes
- Support of Multinational Large Companies
- Embedded and Predictive Analytics



SAP Procurement North Star Timelines **Supplier Management & Business Network**

Subject to
Change

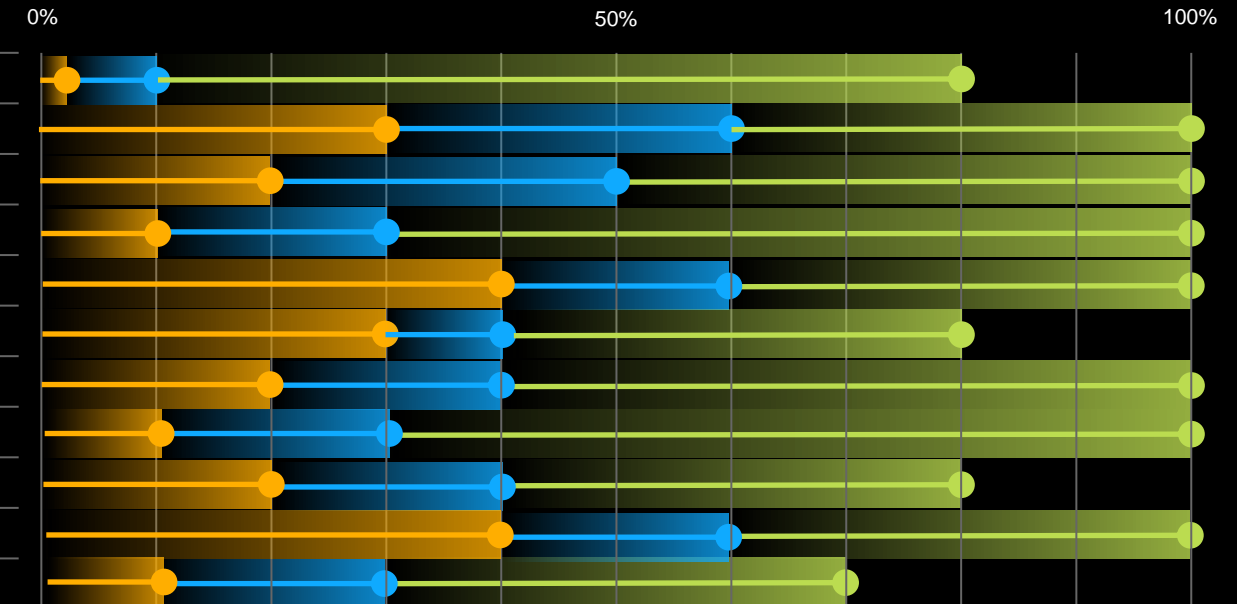


Now ●

End of 2021 ●

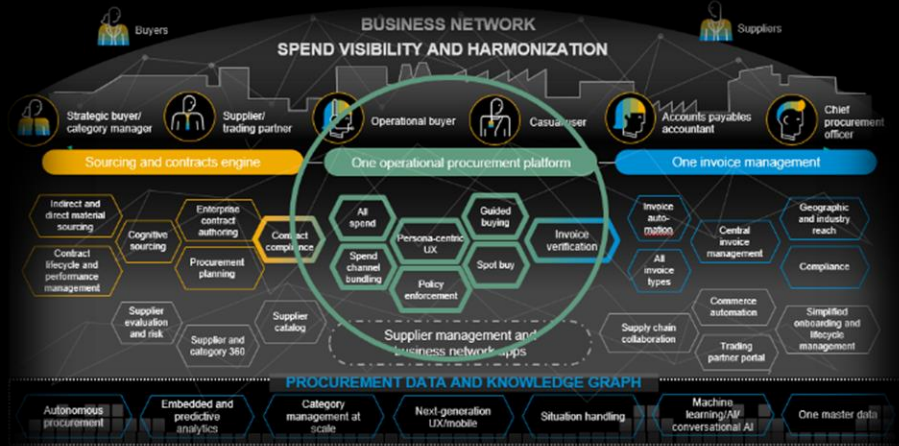
End of 2022 ●

APPLICATION OR PROCESS



SAP Procurement North Star Timelines One Operational Procurement

Subject to Change

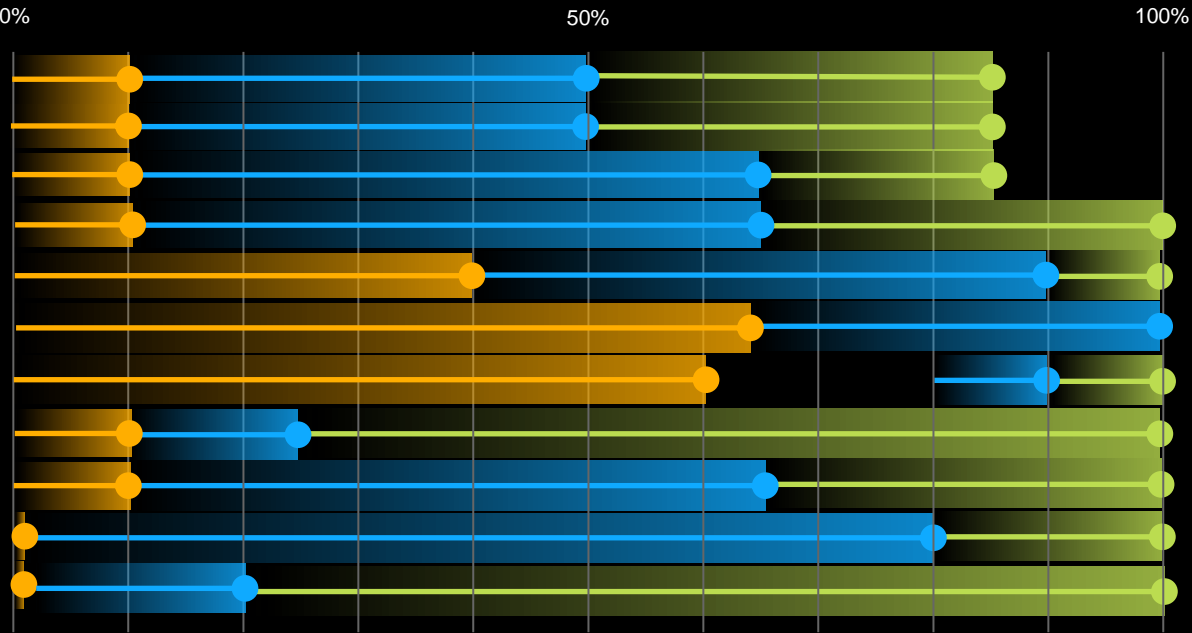


Now ● End of 2021 ● End of 2022 ●

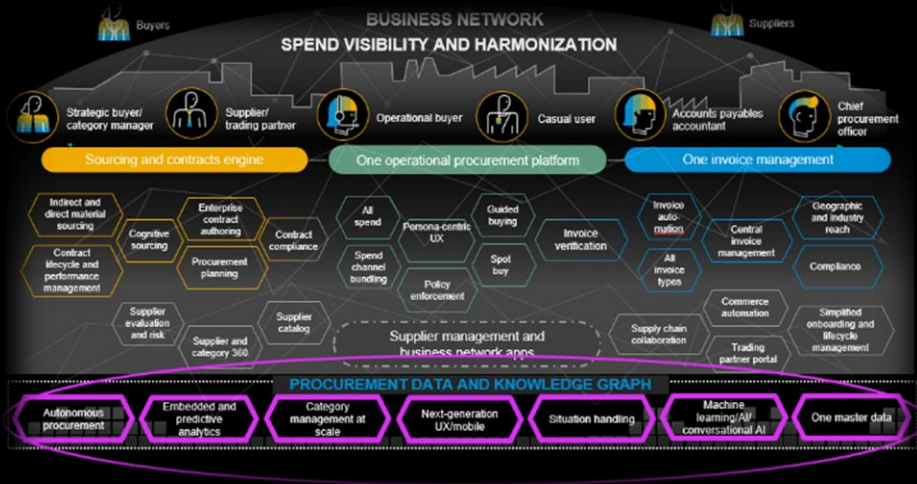
APPLICATION OR PROCESS

- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Incubation and Innovation

- One Operational Procurement Platform
- All Spend
- Spend Channel Bundling
- Persona-Centric UX
- Policy Enforcement
- Guided Buying
- Spot Buy
- Invoice Verification
- Next Gen UX
- Mobile
- Embedded & Predictive Analytics



SAP Procurement North Star Timelines Platform and Integration

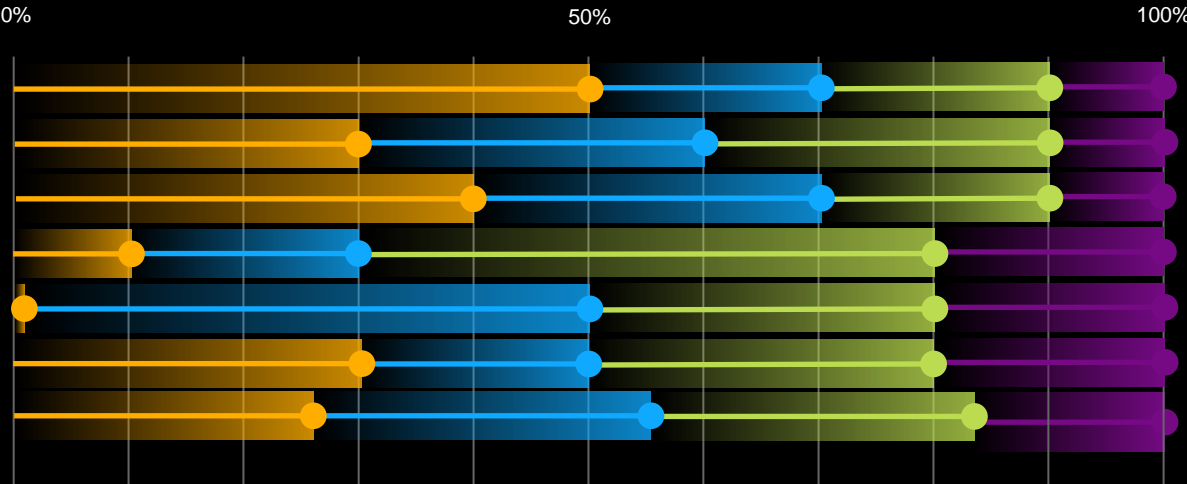


- Sourcing and Contracts
- One Invoice Management
- Supplier Management & Business Network
- One Operational Procurement
- Platform and Integration

APPLICATION OR PROCESS

- Autonomous Procurement
- Intelligent Insights
- Purposeful User-Experience
- Innovative Business Models
- Sustainability / Climate 21
- Incubation Hub
- Strategic Category Management

Now ● End of 2021 ● End of 2022 ● New Technology Trends ●

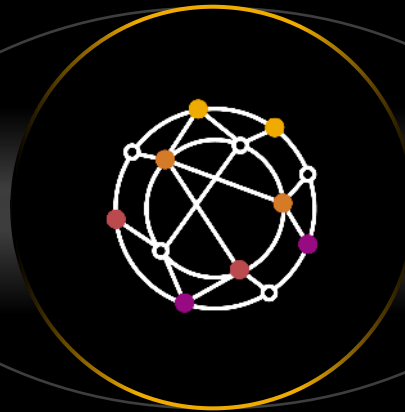


One procurement vision: Continuously deliver new capabilities and innovations to align every spend decision to your business strategy.

**Reimagine
the process**



**Drive deeper
supplier collaboration**



**Connect to the core
of your business**



Persona-centric and network-connected applications

Intelligent automation and unified analytics

Spend category expertise

End-to-end integration



Reimagine the process

with a smarter, guided, more
autonomous experience across
all spend categories.



Simplify and strengthen sourcing with intelligent assistance.

Recommend relevant suppliers.

Identify the right content and details.

Import and match unstructured data.



Quickly assign workers, and all the details automatically follow.

Build resource pools of workers that have been onboarded and certified.

Workers are deployed to projects lasting hours, days, or even weeks.

Pre-negotiated rate cards will calculate pay for a given period.

Run the whole process from a single interface.





Drive deeper collaboration

with suppliers and trading partners through dynamic workflows and real-time data sharing on a unified business network.



Continuous communication

Allow buyers and suppliers to communicate at the event level to speed up processes.

Continuous risk assessment

Import and export risk data to constantly monitor exposure and proactively address threats.



Connect to the core of your business

with an open
extensible, platform



Natively integrate with
the SAP portfolio.



Easily integrate with
other solutions.



Efficiently build extensions
and enhancements.



Integrated contracts

Operationalize SAP Ariba contracts throughout multiple ERP systems.



Embedded sustainability

Integrate material-level carbon footprint data directly into SAP S/4HANA procurement applications.



Unified analytics

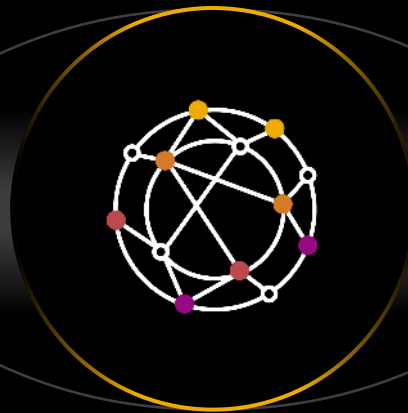
Collect, enrich, and visualize data – in context – from multiple SAP solutions.

This is just the beginning.

We'll continuously innovate and deliver new capabilities that make procurement a strategic force at the center of your business.



**Reimagine
the process**



**Drive deeper
supplier collaboration**



**Connect to the core
of your business**

A man with short brown hair, wearing a blue button-down shirt, is looking down at a tablet computer he is holding with both hands. He has a slight smile on his face. The background is a bright, out-of-focus office space with another person visible in the distance. A dark vertical bar is on the left side of the image.

Innovation showcase

Guided Sourcing

Smart MS Excel import

Upload Excel file for smart import Excel import successful Import to draft event Cancel

Upload an Excel file and we will map your entries to items and terms.

- To change the term or create a new term for a column, click the more options icon next to the column name.
- The bar below the column (term) name is color coded according to the confidence level of the mapping. Green = high, yellow = medium, red = moderate to low.

Click **Import to draft event** to add your entries to the event and continue editing your event. The entries you import overwrite any existing content.

Excel file imported and contents mapped to the template or system terms. Multiple matches found for the following terms:
1) Name 2) Quantity

Items to import IT equipment.xlsx

Line items Search

Name	Quantity
Mapped to Item Name	Mapped to Quantity
Laptop - lightweight	1000
Tablet	800
Laptop - developer	2000
Docking station	2500
Monitor 24"	2500
Bluetooth keyboard and mouse	2500

SAP Ariba

Capabilities

- Import of MS Excel data into Guided Sourcing in customer-defined format
- AI-, machine learning-driven data recognition
- Items and terms from Excel file loaded directly into the sourcing events

Benefits

- Reduce time and increase efficiency in creating RFP content
- Enable better analysis and streamline information flow
- Improve user experience for professional and occasional users of RFx creation

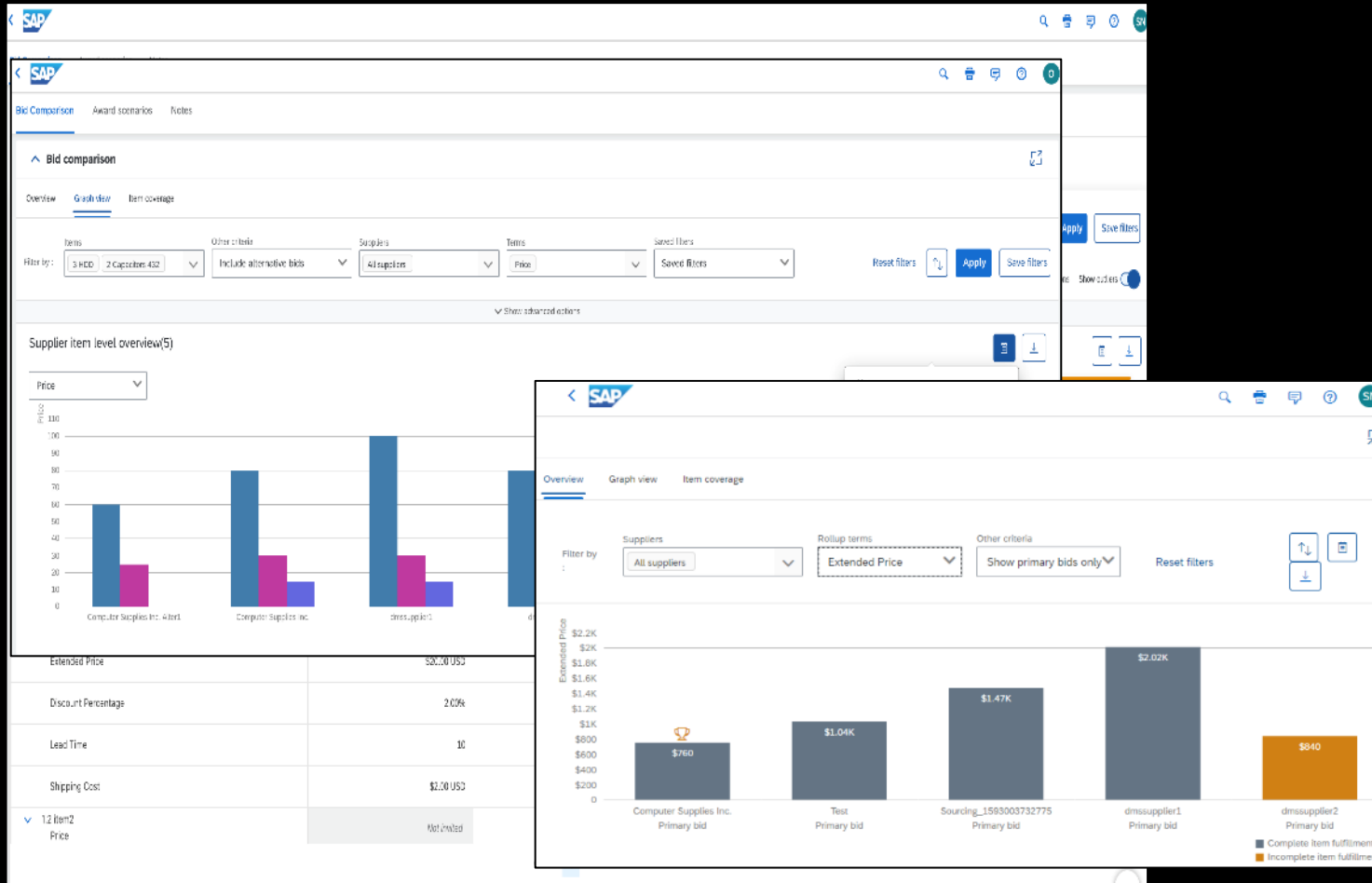
Availability: Available as of 20-11

Product: SAP Ariba Strategic Sourcing portfolio

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Guided Sourcing

Advanced bid analysis



Capabilities

- Graphical and tabular views
- Analysis of offers based on multiple criteria
- Overview of bids and item coverage to compare item-level responses across suppliers
- Advanced filtering capabilities:
 - Outlier identification
 - Term and supplier selection
 - Quick filters to narrow down alternate bids
 - Ability to save filters and capture notes within system

Benefits

- Speed up analysis of offers with pre-determined criteria
- Support the use of sourcing for bid analysis without taking the analysis offline

Availability: Target date 21-11

Product: SAP Ariba Strategic Sourcing portfolio

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Supplier lifecycle management process framework

The screenshot displays the SAP Ariba Supplier Lifecycle and Performance interface. On the left, a sidebar shows the navigation menu with options like Summary, Contacts, ERP data, Risk, Public profile, Certificates, Activity log, Registration, Qualifications, Questionnaires, and Process. The main area is titled 'Qualifications' and shows a table of Direct Materials Qualification. The table has columns for CATEGORY, REGION, BUSINESS UNIT, STATUS, OWNER, and EFFECTIVE DATE. A single entry is visible for Samsung SJ, with a status of 'InProgress' and owner 'David Leonard'. Below the table, there is a section for 'In Progress' with a table of Questionnaires (1). The questionnaire table has columns for ID, STATUS, and EXPIRATION DATE. The entry for 'Qualification for Samsung SJ' shows a status of 'Not Responded' and an expiration date of '2022-01-01'.

CATEGORY	REGION	BUSINESS UNIT	STATUS	OWNER	EFFECTIVE DATE
2.5G GPRS mobile core network equipment and components Category ID: 43223103	North America Region ID: NAMER	Information and Communication Technology Business Unit ID: 502	InProgress	David Leonard	---

ID	STATUS	EXPIRATION DATE
Qualification for Samsung SJ	Not Responded	2022-01-01

Capabilities

- Flexible framework allowing multiple process templates for both supplier qualification and other processes defined by the organization
- Definition of custom process status that more closely mirrors the organization's business process and terminology needs
- Support for both internal and external modular questionnaires, enabling internal-only processes

Benefits

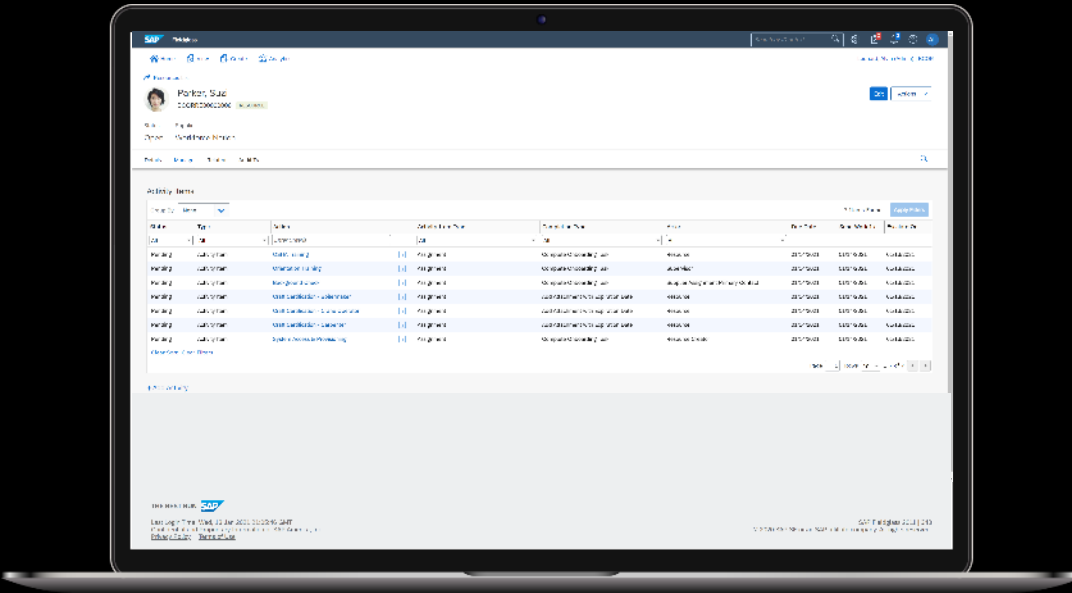
- Significantly enhance flexibility in configuring templates across spend categories
- Streamline data collection with modular questionnaire reuse, reducing burden on suppliers and users
- Leverage expiration rules to both reduce process cycle time and increase effectiveness of supplier communication

Availability: Target date ~2022

Product: SAP Ariba Supplier Lifecycle and Performance

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

SAP Fieldglass Assignment Management



Availability: Available as of 21-02

Product: SAP Fieldglass Assignment Management

Capabilities

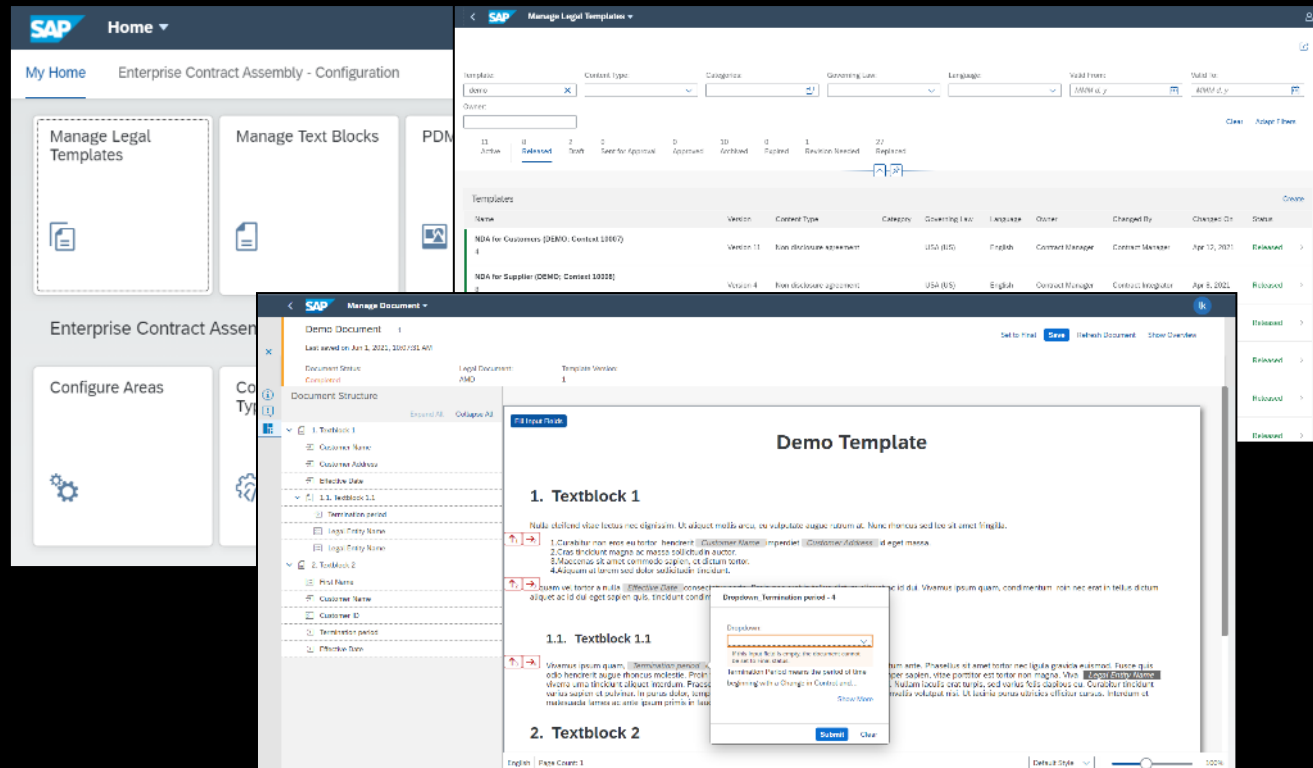
- Efficiently deploy, manage, and pay external resources across all facilities, for all types of projects, all from one place
- Easily add large volumes of external workers to the system, including required onboarding and certification information
- Quickly assign external workers to any number of jobs, roles, and rates as needed
- Track resources and hours daily by assignment and validate hours against gate logs, pay rules, and rate cards
- Automate service receipt reconciliation against purchase order and contract terms

Benefits

- Significantly reduce error-prone, manual processes of managing large volumes of workers, from onboarding and assigning to tracking and receipting
- Allow real-time validation of work orders and costs, and track individuals across multiple contracts and skills
- Optimize the use of available skills on site to minimize costly downtime and disruptions

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Next-generation contract authoring



Availability: Target date ~2022/2023

Product: SAP Ariba Contracts, SAP Enterprise Contract Assembly

Capabilities

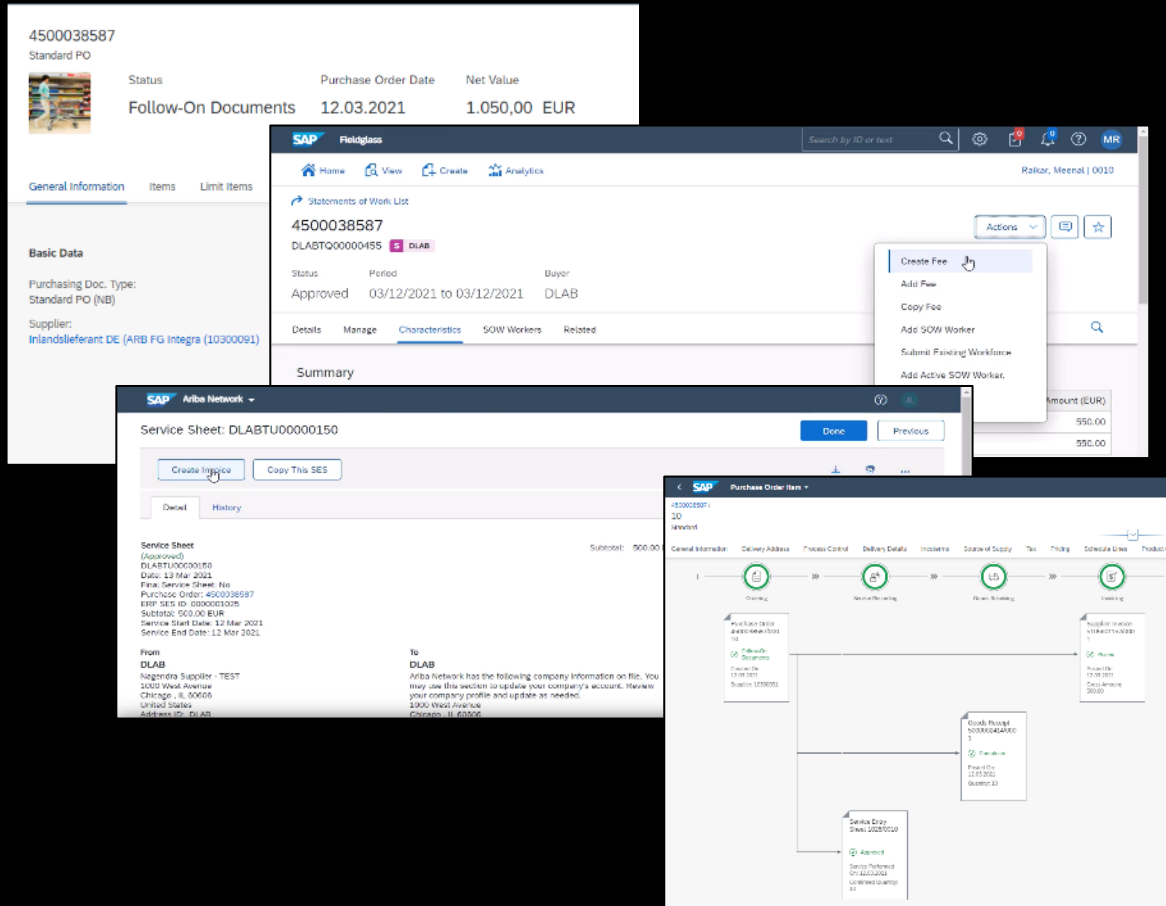
- Management of contract clauses and templates by legal and procurement for the automatic creation of a variety of contract documents
- Easy creation and maintenance of contract clauses and legal templates, including bulk processing for clauses, search across all templates, and a clause library
- Enhanced authoring capabilities on legal templates (create rules to define clauses as mandatory, alternates, group clauses, and define placeholders for clauses in templates)
- Customizable layouts and styles for contracts to meet corporate guidelines and reduce manual work
- Automated generation of legal documents
- Integrated negotiation/redlining of contracts (MS Word synchronization, version comparison and track changes, online editing)
- Option to include variables to automatically replicate data from workspace to the contract document
- Option to include input fields into the template (free-text, data field, drop-down values) for system-guided user entry

Benefits

- Improved usability, search functionality, and legal compliance
- Coverage of all types of contract documents, from buy-side to sell-side
- Automation to reduce manual effort and gain efficiency (save time) and effectiveness (eliminate rework)

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Services procurement



Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Capabilities

- A seamless digital process from requisition to payment with the guided buying capability for planned and unplanned lean services
- SAP S/4HANA Cloud to manage contracts data, requisitions and purchase orders, invoice management, and payment
- SAP Fieldglass Services Procurement for external workforce and proof-of-service management
- Ariba Network for supplier portal, supplier system integration, and supplier invoicing

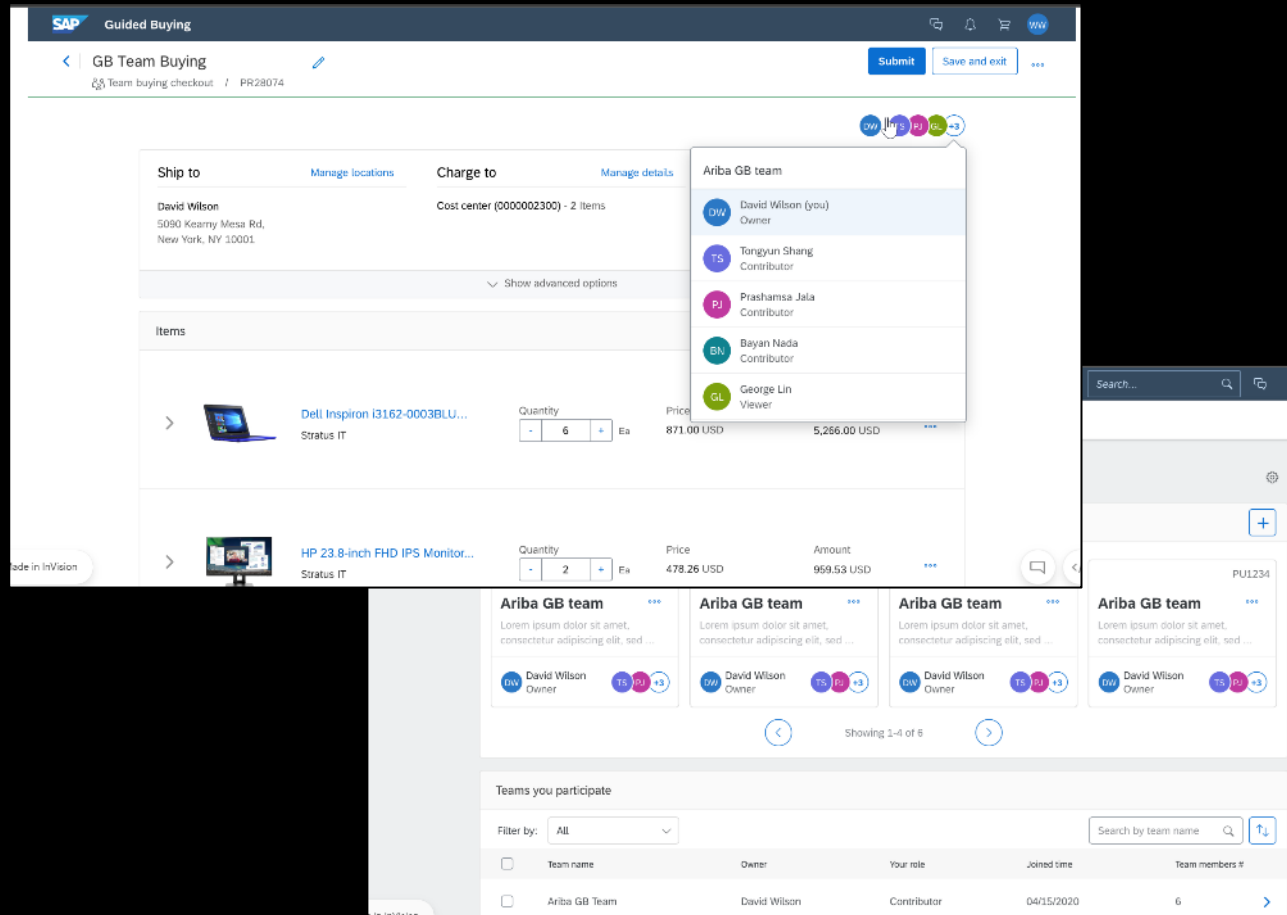
Benefits

- Improve user experience and effectiveness in managing services procurement and contingent labor spend
- Leverage an SAP S/4HANA core and enhance with best-of-breed procurement solutions
- Increase spend visibility and compliance in external workforce management

Availability: Available as of 21-05

Product: Guided buying capability, SAP S/4HANA Cloud, Ariba Network, SAP Fieldglass Services Procurement

Team buying and receiving



Capabilities

- Team collaboration on requisition creation and receiving
- Ability to edit, cancel, submit, delete, or withdraw the requisition
- Support for multiple teams

Benefits

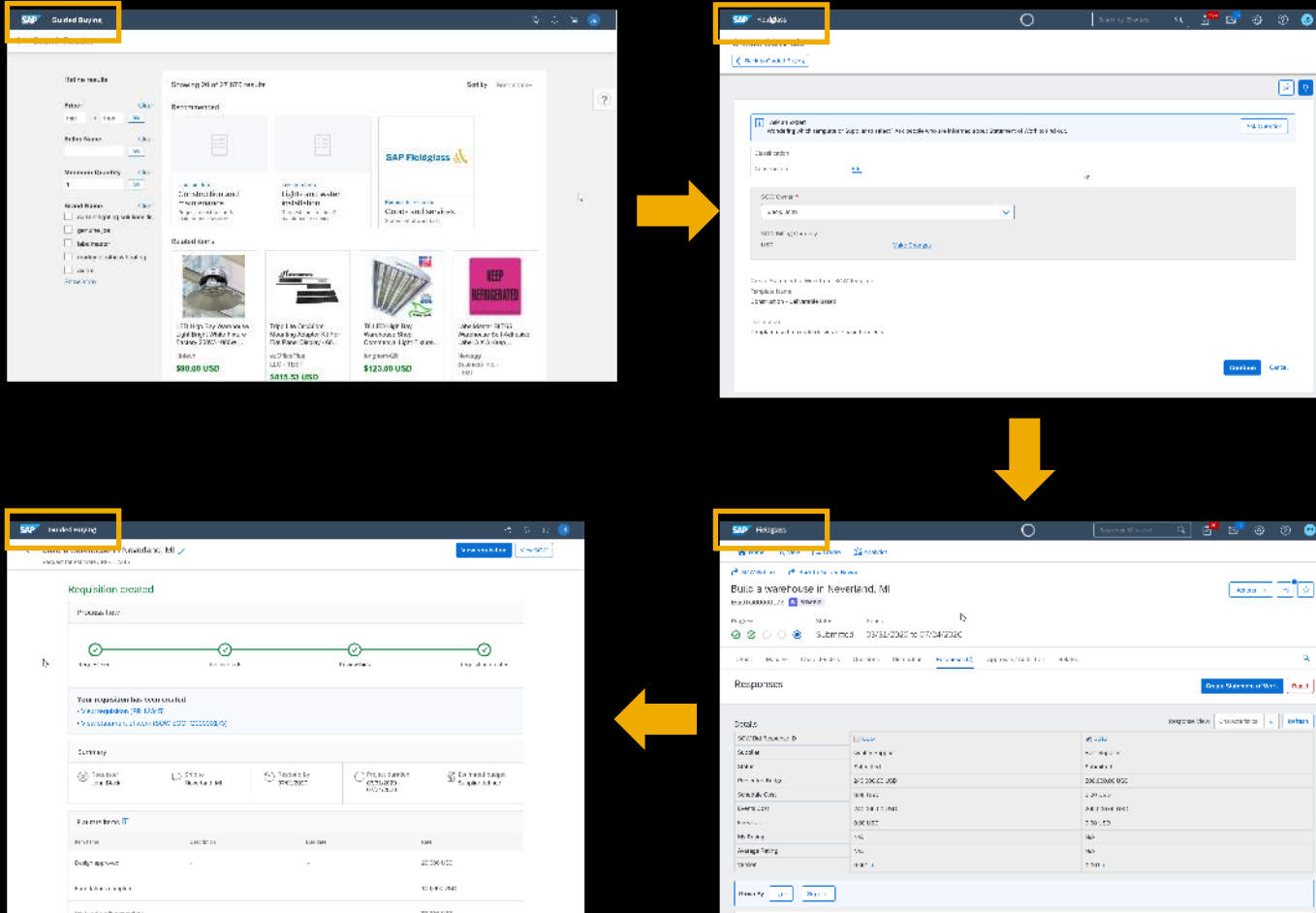
- Allow multiple users working on the same requisition
- Leverage the skills and expertise of the team
- Enable designated users in central purchasing organization to receive the goods

Availability: Available as of 21-05

Product: Guided buying capability

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Support for request for estimate integration scenario



Capabilities

- Integrated services procurement
- Guided buying capability extending to SAP Fieldglass Contingent Workforce Management
- Request for estimate process initiated from guided buying tile
- Status of bids visible in guided buying and linked to award in SAP Fieldglass Contingent Workforce Management
- Awarded bid details transferred back to guided buying to create a purchase requisition
- Integrated processes enabled across multiple apps, and consistent UX

Benefits

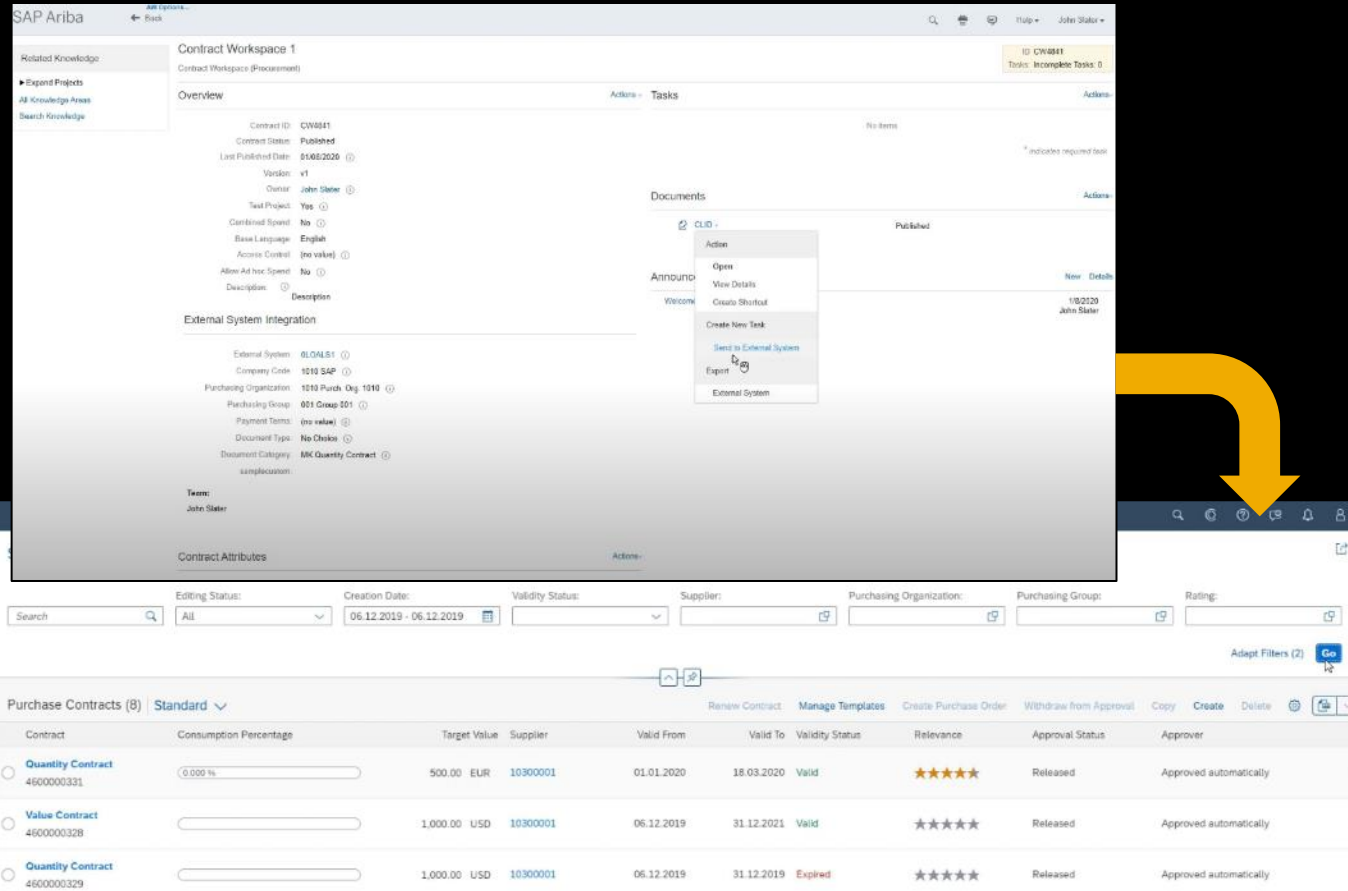
- Empower requesters to perform self-service procurement tasks, freeing FTEs for strategic activities
- Increase competition to drive incremental savings on services procurement
- Support compliance with preferred suppliers, contract usage, and rates

Availability: Target date 21-11

Product: Guided buying capability (SAP Ariba Buying and Invoicing and SAP Fieldglass Contingent Workforce Management)

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Contracts integration with the central procurement solution



The screenshot displays the SAP Ariba Contract Workspace 1 interface. The top section shows contract details for Contract ID C10001, including its status (Published), last published date (01/06/2020), version (v1), owner (John Slater), and various attributes like Test Project, Combined Spend, Base Language, Access Control, Allow Ad Hoc Spend, and Description. Below this, the 'External System Integration' section lists details for the external system (0100451), company code (1010 SAP), purchasing organization (1010 Purch Org 1010), purchasing group (001 Group 001), payment terms (No value), document type (No Choice), and document category (MK Quantity Contract). A 'Team' section lists John Slater. A 'Documents' section shows a list of documents with a context menu open over the 'CLID' document, offering actions like Open, View Details, Create New Task, Send to External System, Export, and External System. A large yellow arrow points from the 'Send to External System' option to a table of purchase contracts.

Purchase Contracts (8) Standard

Contract	Consumption Percentage	Target Value	Supplier	Valid From	Valid To	Validity Status	Relevance	Approval Status	Approver
Quantity Contract 4600000331	0.000 %	500.00 EUR	10300001	01.01.2020	18.03.2020	Valid	★★★★★	Released	Approved automatically
Value Contract 4600000328		1,000.00 USD	10300001	06.12.2019	31.12.2021	Valid	★★★★★	Released	Approved automatically
Quantity Contract 4600000329		1,000.00 USD	10300001	06.12.2019	31.12.2019	Expired	★★★★★	Released	Approved automatically

Capabilities

- Ability to run strategic sourcing activities and integrate prices from SAP Ariba Contracts into operational systems
- Option to scale contracts across the whole organization
- Exchange of business documents across systems to drive end-to-end business process alignment
- Management of purchase contracts for materials and lean services with a deep integration into the technology landscape

Benefits

- Identify opportunities to pursue and improve negotiation efficiency
- Standardize and control contract development
- Strengthen operational, contractual, and regulatory compliance
- Reduce TCO significantly for procurement departments through a centralized process

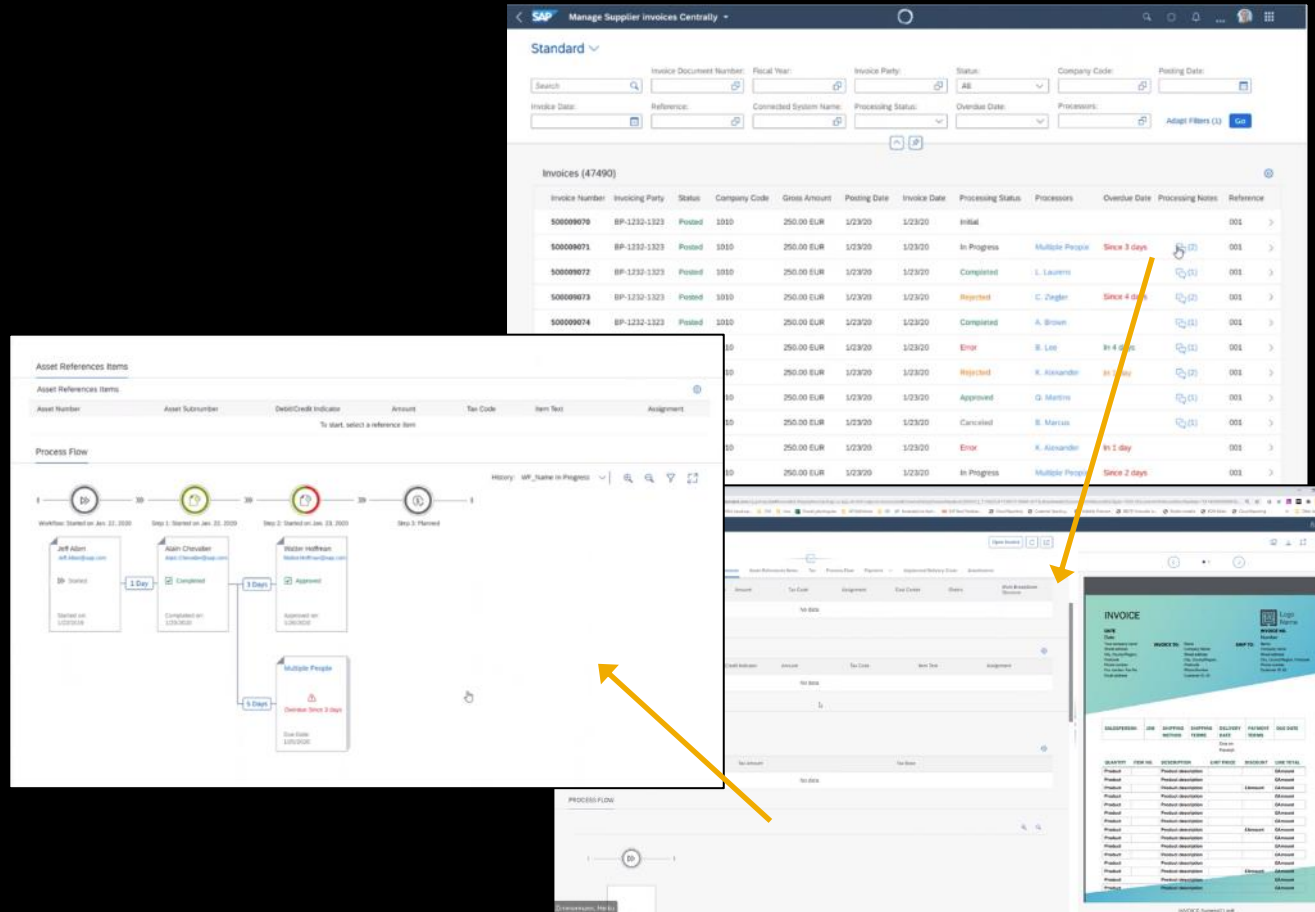
Availability: Available as of 20-05

Product: SAP Ariba Contracts, SAP S/4HANA for central procurement

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Central invoice management

The “AP cockpit” release



Capabilities

- Central invoice work list with seamless navigation to invoice back end
- Simple connection to multiple SAP S/4HANA and SAP ERP back ends
- Unified display of financial accounting and material management module invoices
- Central status updates from back-end workflow
- Split-screen display of invoice and attachment

Benefits

- Bring unparalleled visibility into invoices and status across the enterprise in one place

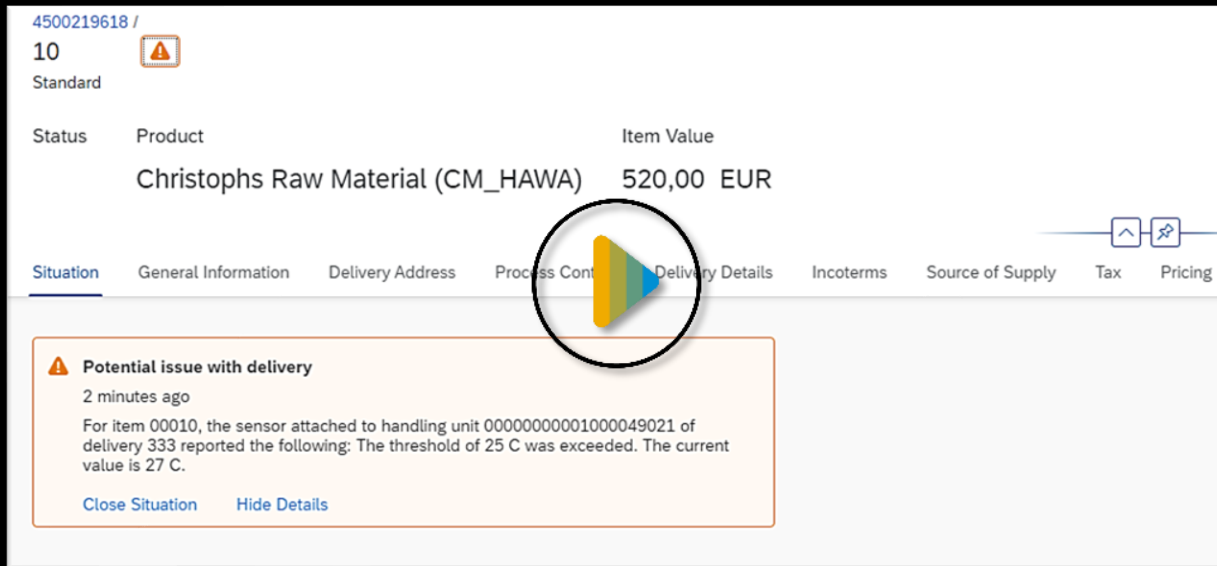
Availability: Available as of 21-08

Products: SAP Central Invoice Management

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Receiving intelligence

Delivery insights for ordered items enabled by the Internet of Things (IoT)



Availability: Available as of 21-05

Product: SAP S/4HANA Cloud

Capabilities

- IoT data from sensors attached to the handling units of ordered items used to convey information about the condition of ordered goods
- Purchasers informed if a critical situation occurs to make them aware of the purchase order items that require immediate attention
- Specification of values at which the IoT sensor for the handling units will trigger alerts/notifications that require action
- Integration of IoT-triggered notifications to other solutions

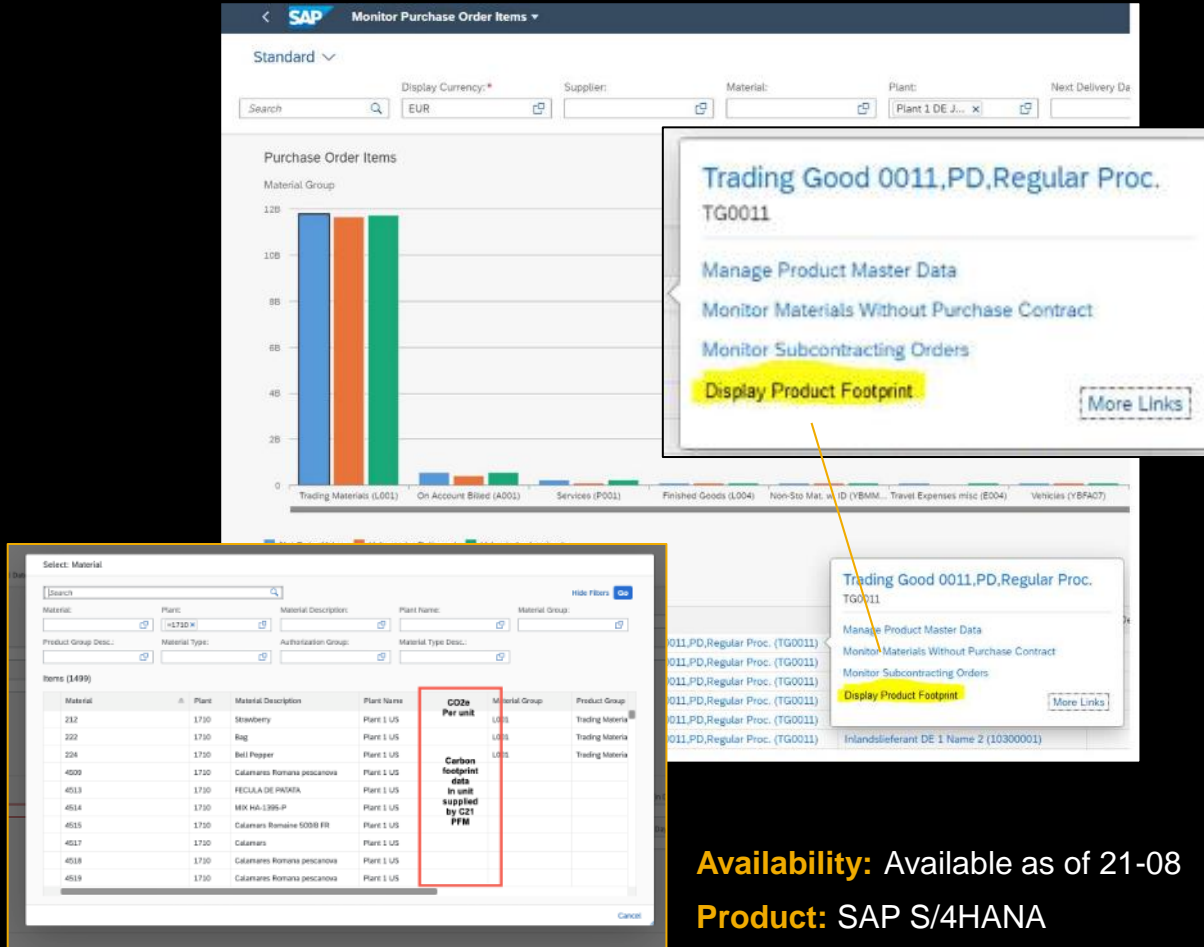
Benefits

- Determine immediate insight to action based on IoT sensor data
- Get a holistic and transparent view of the entire delivery process
- Immediately inform purchasers if goods are damaged during delivery
- Increase on-time delivery performance
- Get a seamless user experience with embedded IoT sensor data

Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

Sustainability

Embedding product carbon footprint data in procurement



Capabilities

- Initial capabilities from embedding SAP Product Footprint Management data in SAP procurement solutions:
 - Display of calculated carbon footprint at the material level in SAP S/4HANA procurement applications
 - Embedding product footprint calculations in material details
 - Analysis of materials from multiple suppliers against the average carbon footprint to identify opportunities to improve sustainability performance

Benefits

- Drive additional value assessment beyond price with embedded carbon footprint values throughout procurement
- Create sustainability KPIs and evaluate performance using measurable data
- Build product footprint reporting and procurement strategy for sustainability through foundational building blocks of material footprint

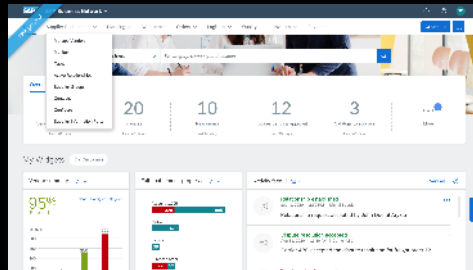
Availability: Available as of 21-08

Product: SAP S/4HANA

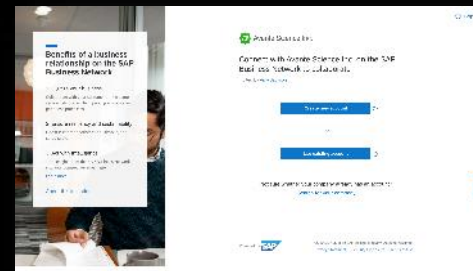
Note: All information here, including availability dates, is subject to change and may be changed by SAP at any time for any reason without notice.

SAP Business Network Innovation Priorities Update | 2021

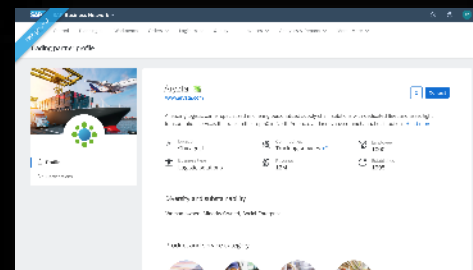
Business Community



Central consumer-grade **trading partner portal** to explore and collaborate in the network.

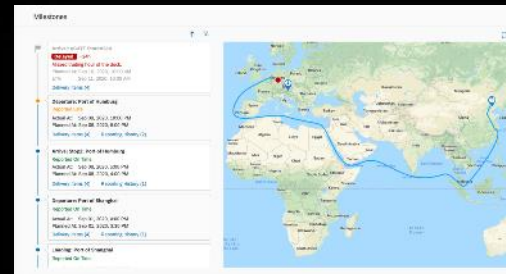


Easy **invitation** and **automatic connection** to existing and new trading partners.

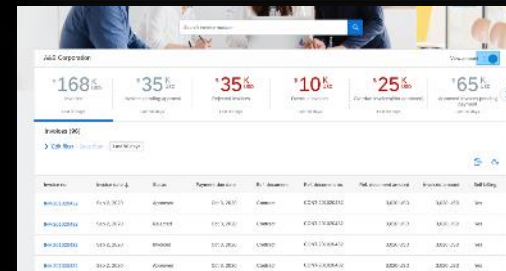


Global network **organization profile** enabling search and discovery of suitable trading partners

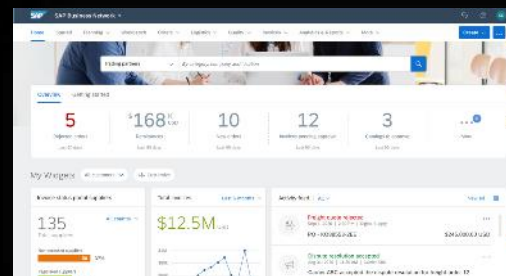
Collaborations



Real-time **Global Track and Trace** integrated to the Purchase order application

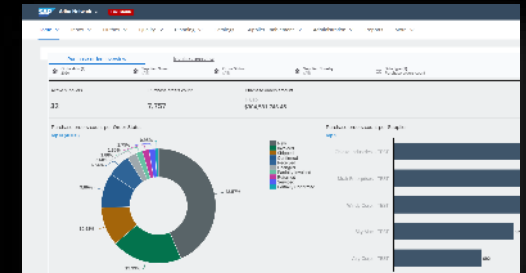


SAP BN **Supplier Financing** connected to financial network to match suppliers and financing partners

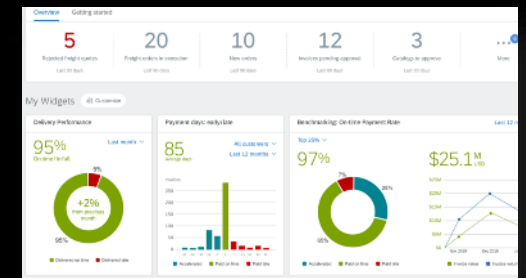


Invoice Visibility Portal for Suppliers and Buyers

Intelligence



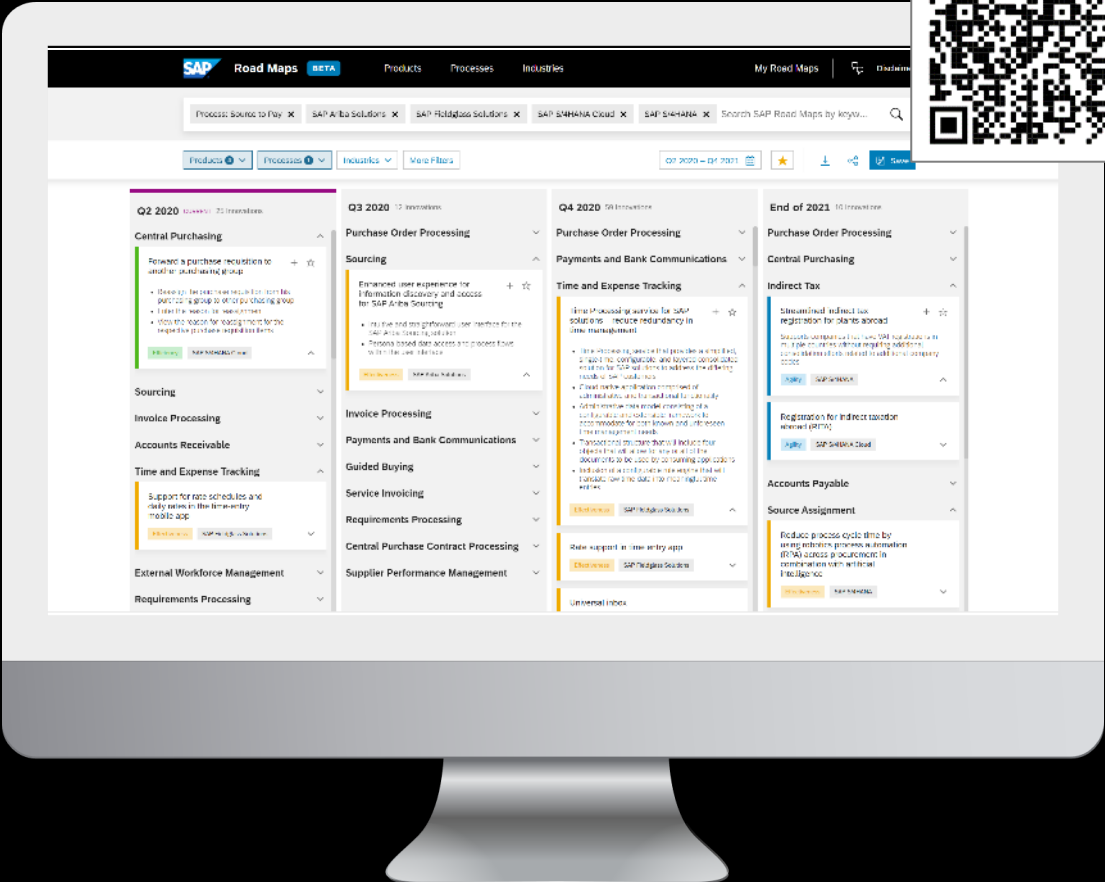
Buyer and supplier organization **out of the box analytics** to extract value from transaction data



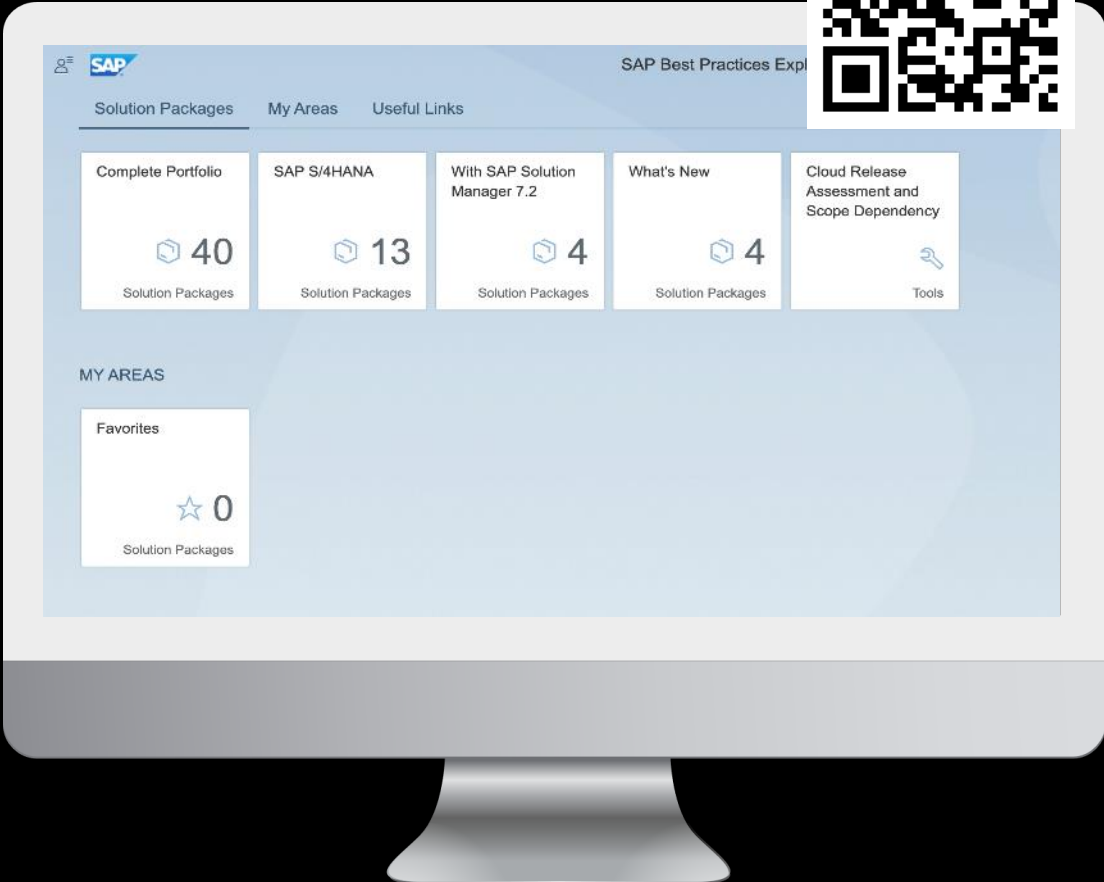
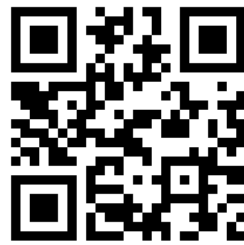
Insights & Benchmarking framework to compare performance with peer organizations

Deep-dive resources – best practices and road maps

SAP Road Map Explorer



SAP Best Practices Explorer





Deep Dive into **Procurement and Invoicing**

SAP® MaxAttention™ Innovation Workshop – Intelligent Spend Management

Frank Bade, **SAP**
14th September 2021

PUBLIC

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Agenda

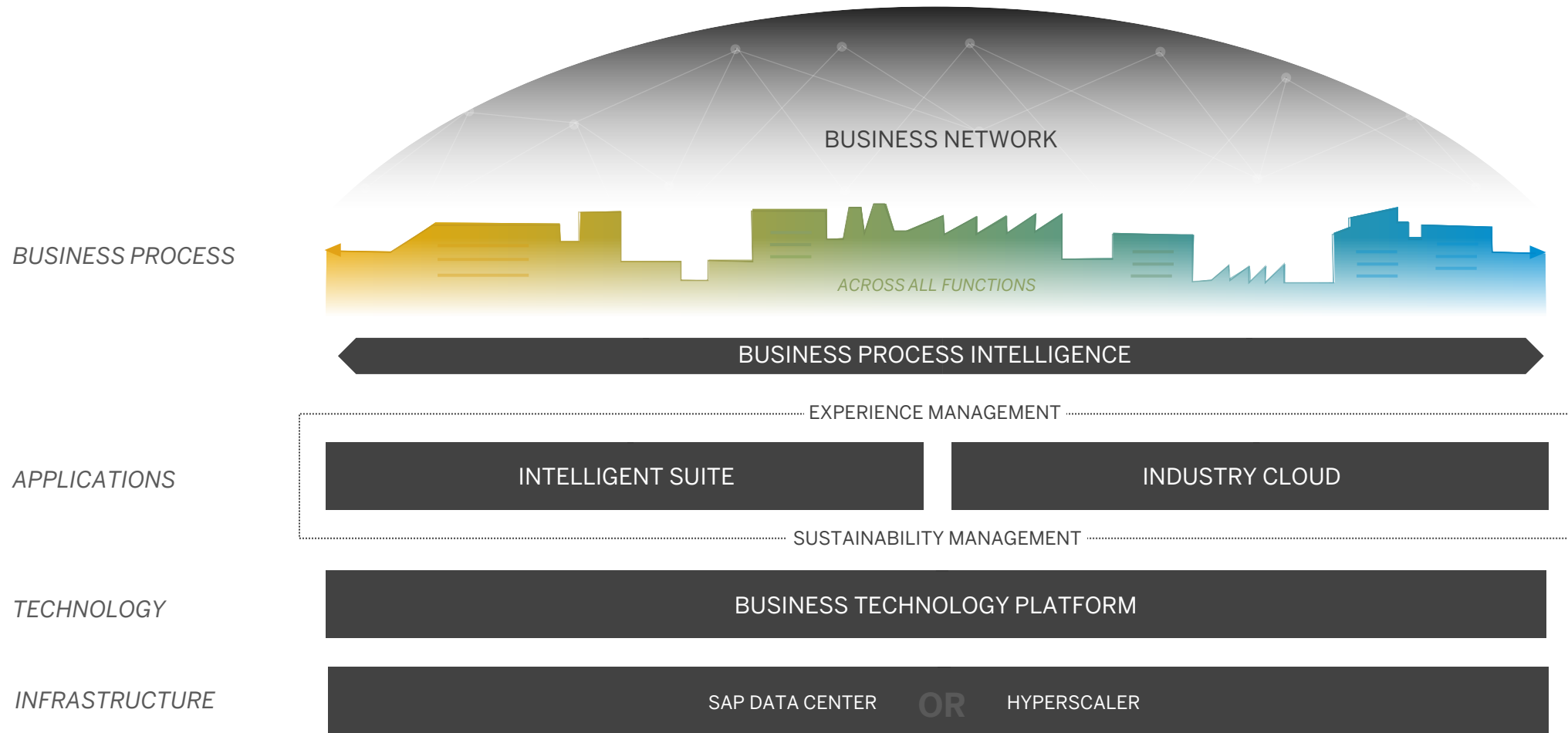
Deep Dive into **Procurement and Invoicing**

- How does SAP support **One Procurement**?
- SAP S/4HANA **Central Procurement** Concept
- SAP Central **Invoice Management** Solution and Touchless **Invoicing**

Poll question #1: What have you heard about “One Procurement” so far?

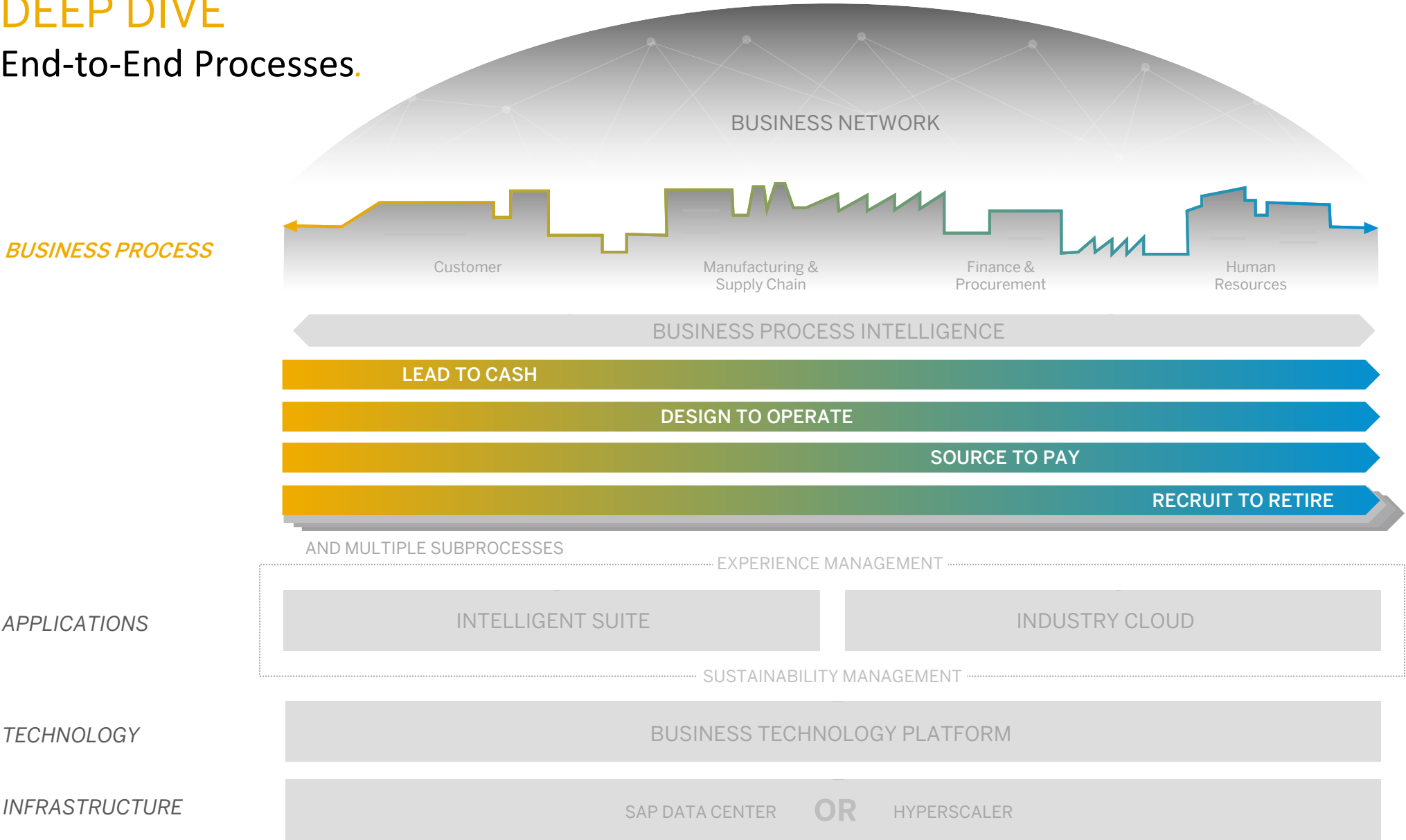
INTELLIGENT ENTERPRISE

Evolved Vision.



DEEP DIVE

End-to-End Processes.



SAP Procurement North Star



- North Star is not a product on our pricelist and will never be
- ... nor is One Procurement

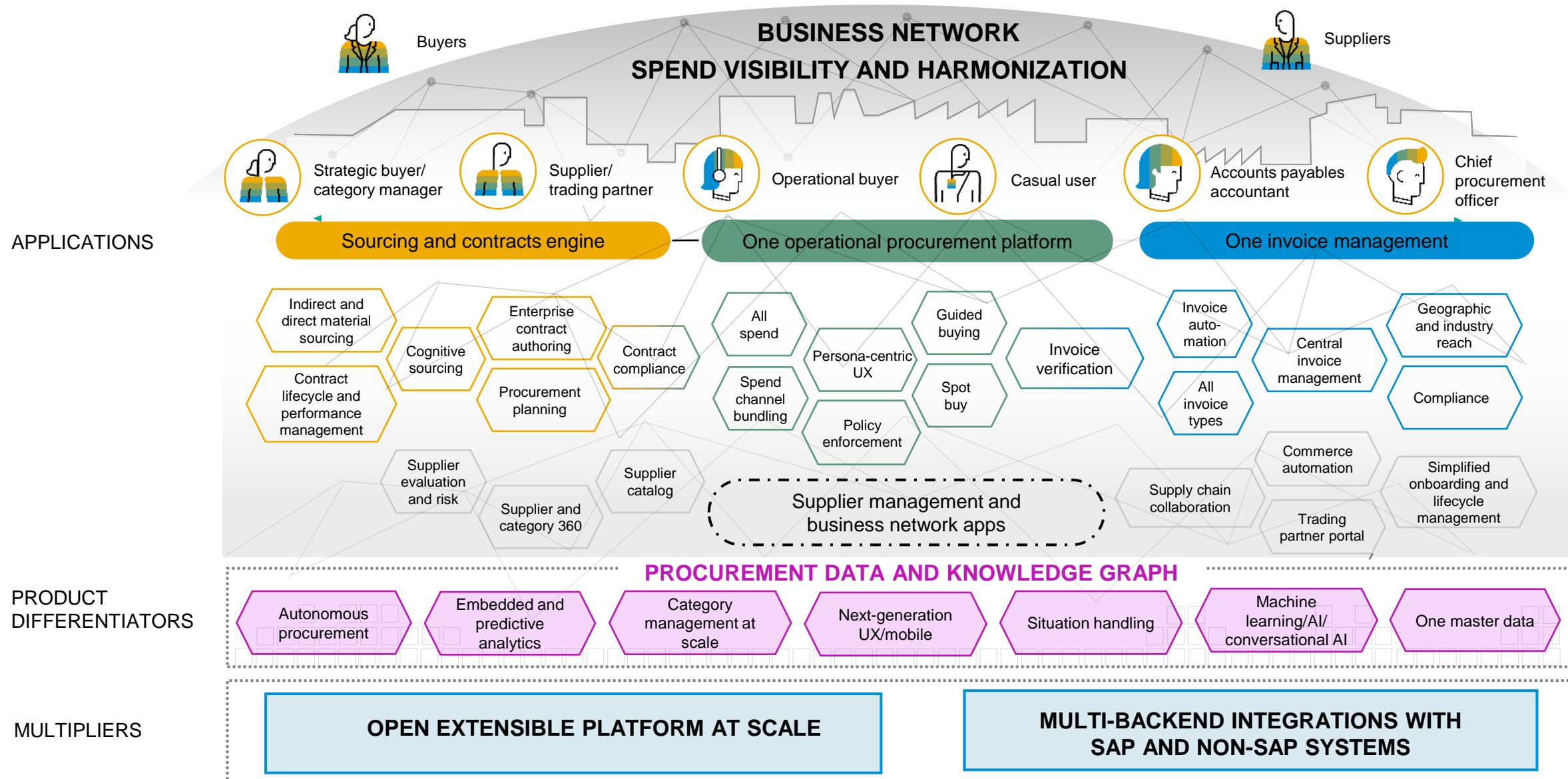
SAP Procurement North Star is our 3-5 year Vision and Strategy

- We protect our customers' investment (it is not intended to take away SAP Ariba / FG)
- Innovation will be incremental and non-disruptive

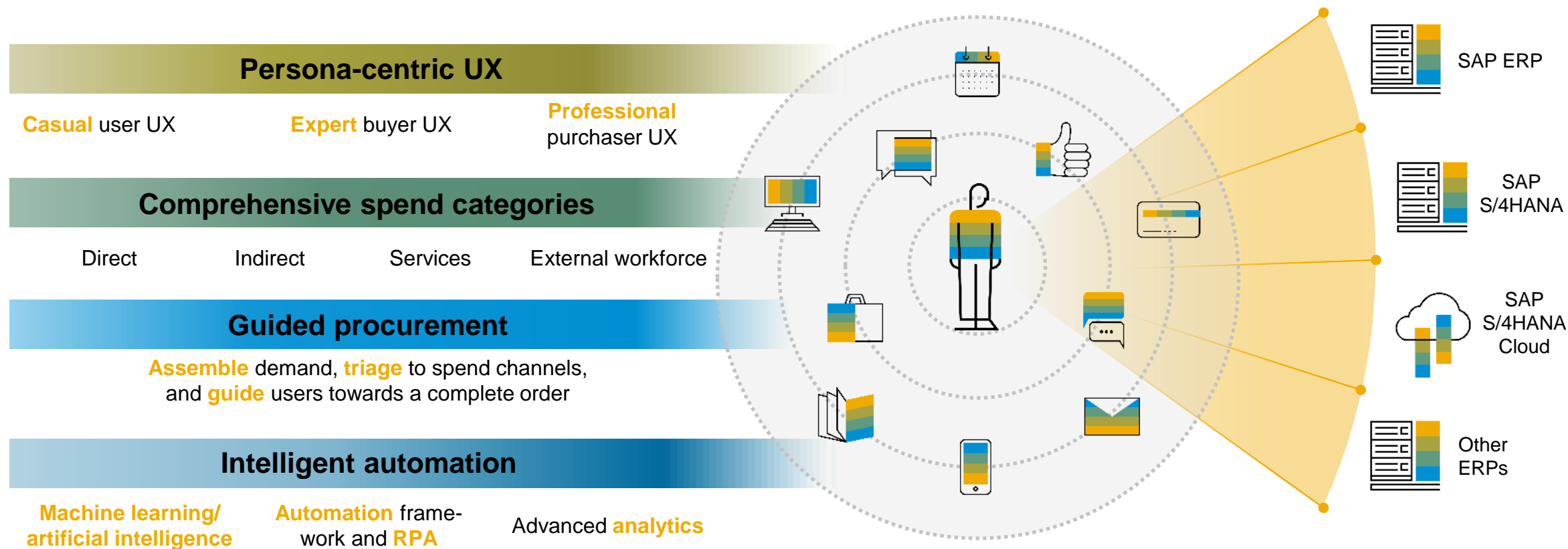
Some principles

- Bring together S/4 Procurement, SAP Ariba, SAP Fieldglass into a **homogeneous, integrated platform**
- Reduce redundancies, modularize (micro-services)
- Leverage the „goodies“ from our technologie platform (BTP)

SAP Procurement North Star



Best-in-Class, Fully Integrated **Buy and Deliver** Experience



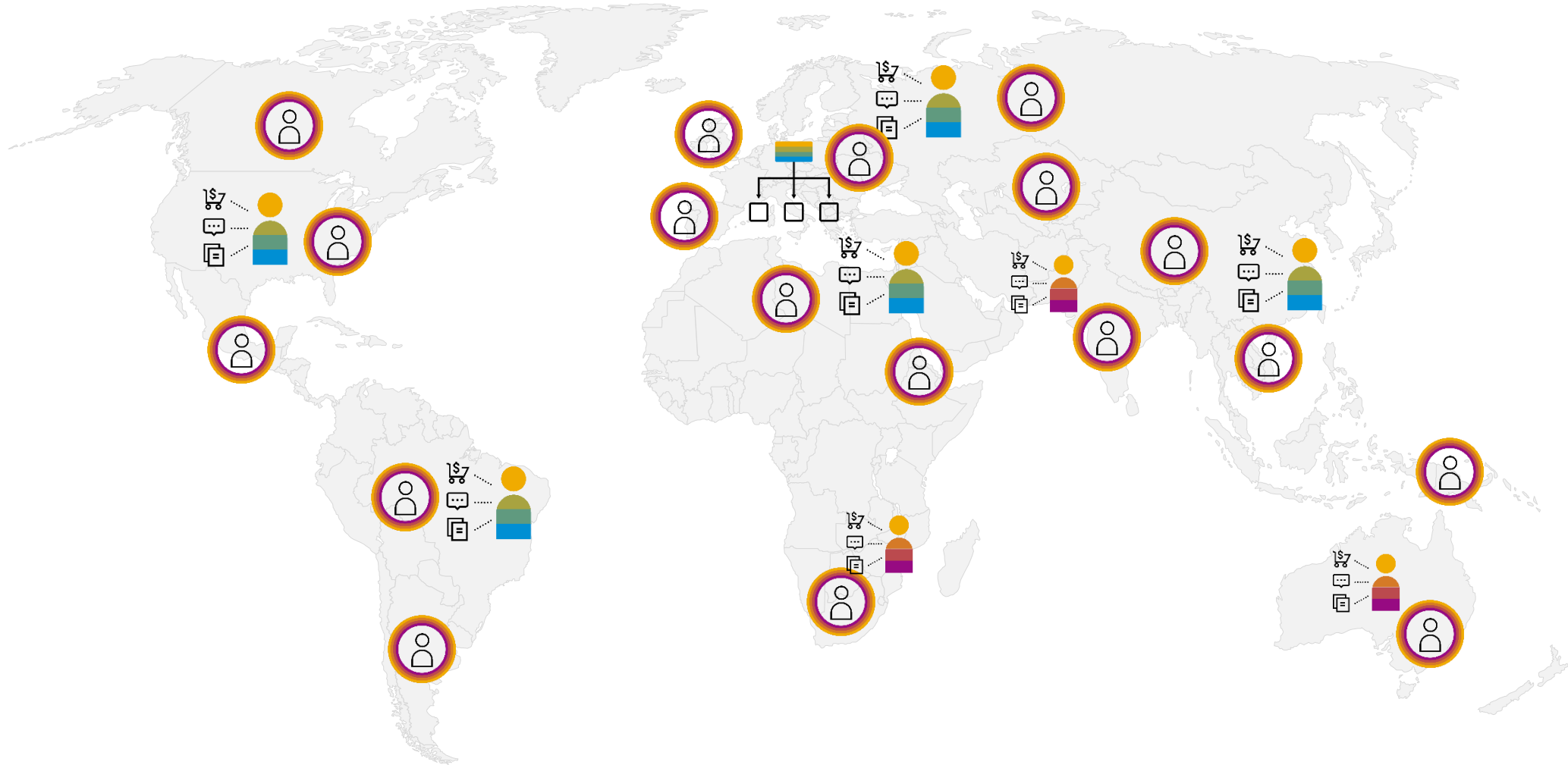
Evolution of existing platforms | Unified buying experience | Natively integrated solutions | Next-generation procurement ecosystem

Agenda

Deep Dive into **Procurement and Invoicing**

- How does SAP support **One Procurement**?
- **SAP S/4HANA Central Procurement Concept**
- SAP Central **Invoice Management** Solution and Touchless **Invoicing**

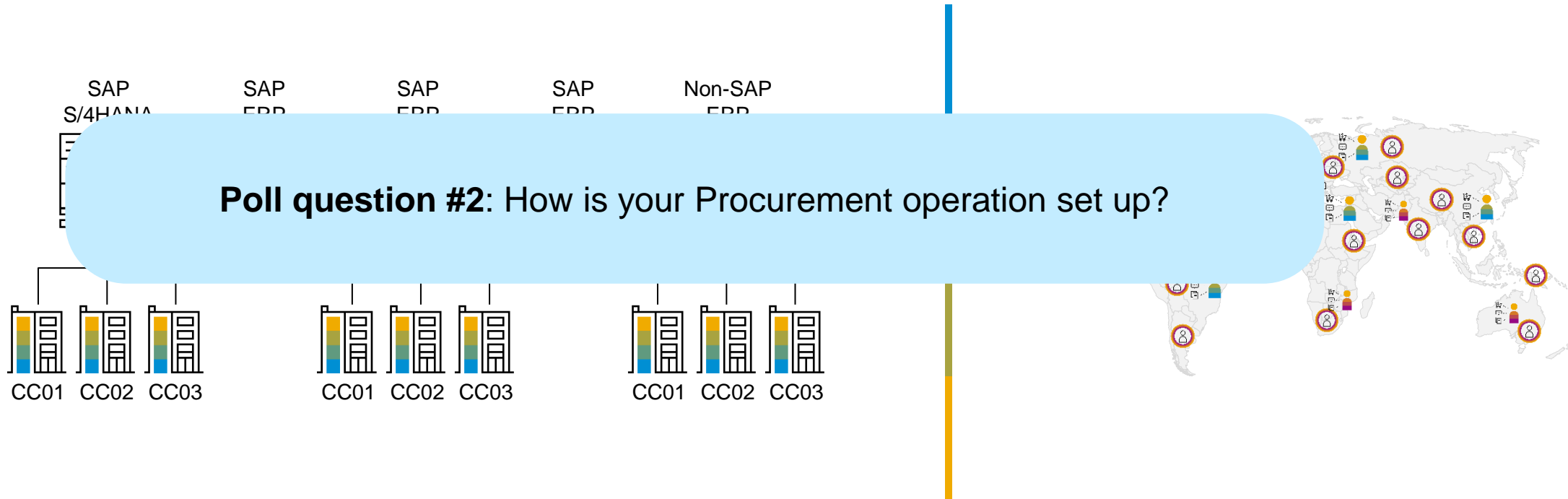
Business happens de-centrally ... “on the ground”



... and isn't this the silos you end up with, both organizationally as well as technically?

IT-Architecture

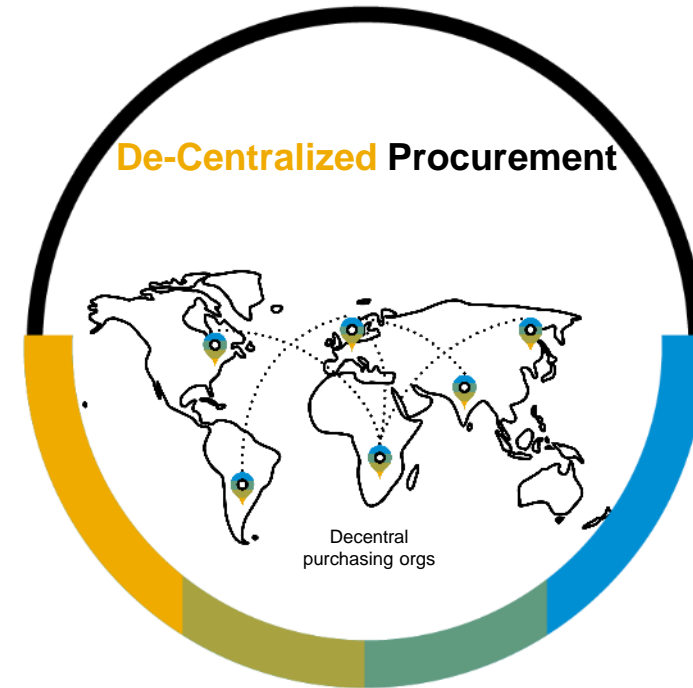
Organization



Centralized vs. De-centralized: **Both** have their advantages

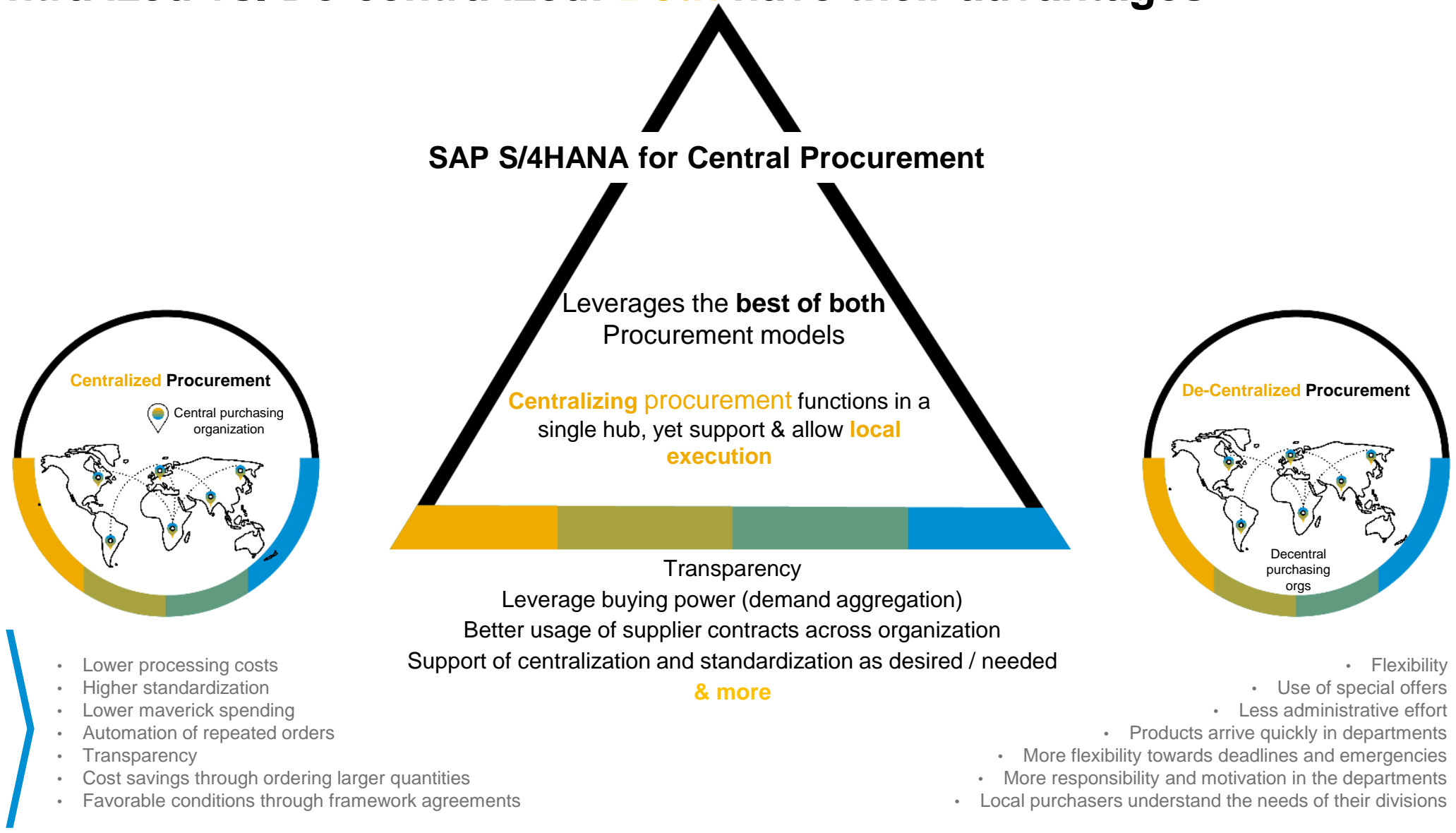


- Lower processing costs
- Higher standardization
- Lower maverick spending
- Automation of repeated orders
- Transparency
- Cost savings through ordering larger quantities
- Favorable conditions through framework agreements

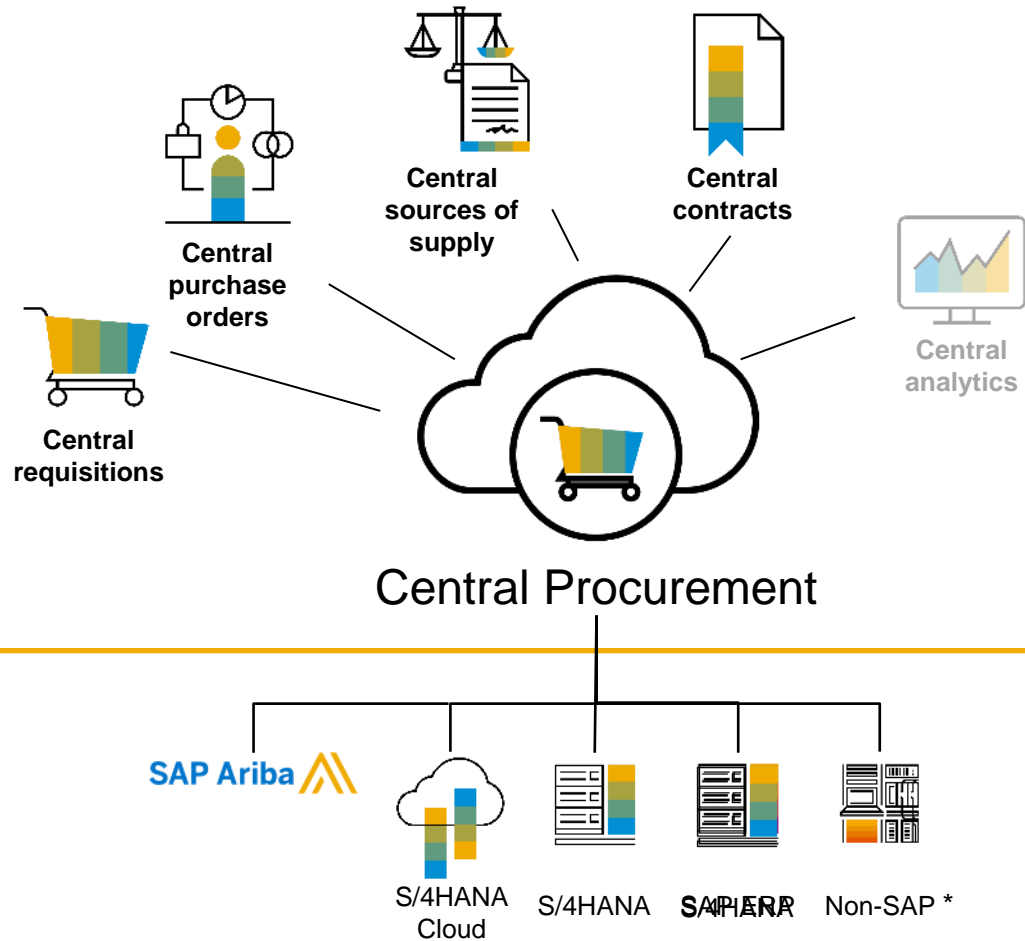


- Flexibility
- Use of special offers
- Less administrative effort
- Products arrive quickly in departments
- More flexibility towards deadlines and emergencies
- More responsibility and motivation in the departments
- Local purchasers understand the needs of their divisions

Centralized vs. De-centralized: **Both** have their advantages



SAP S/4HANA Central Procurement



Central Procurement offers

- Central control and compliance
- Decentral operations
- More insights into buying decisions
- Comprehensive central spend analytics
- An ideal solution for shared service centers or centralized procurement teams

SAP S/4HANA Central Procurement is

- Lightweight and in the cloud (or on-premise)
- Flexible and detached from master data
- Like a controller for the connected backend systems
- The basis for application of innovative technologies (e.g. machine learning)
- Open for non-SAP backends*

Central Procurement as Core of every Multi-ERP Procurement Landscape

Control Center

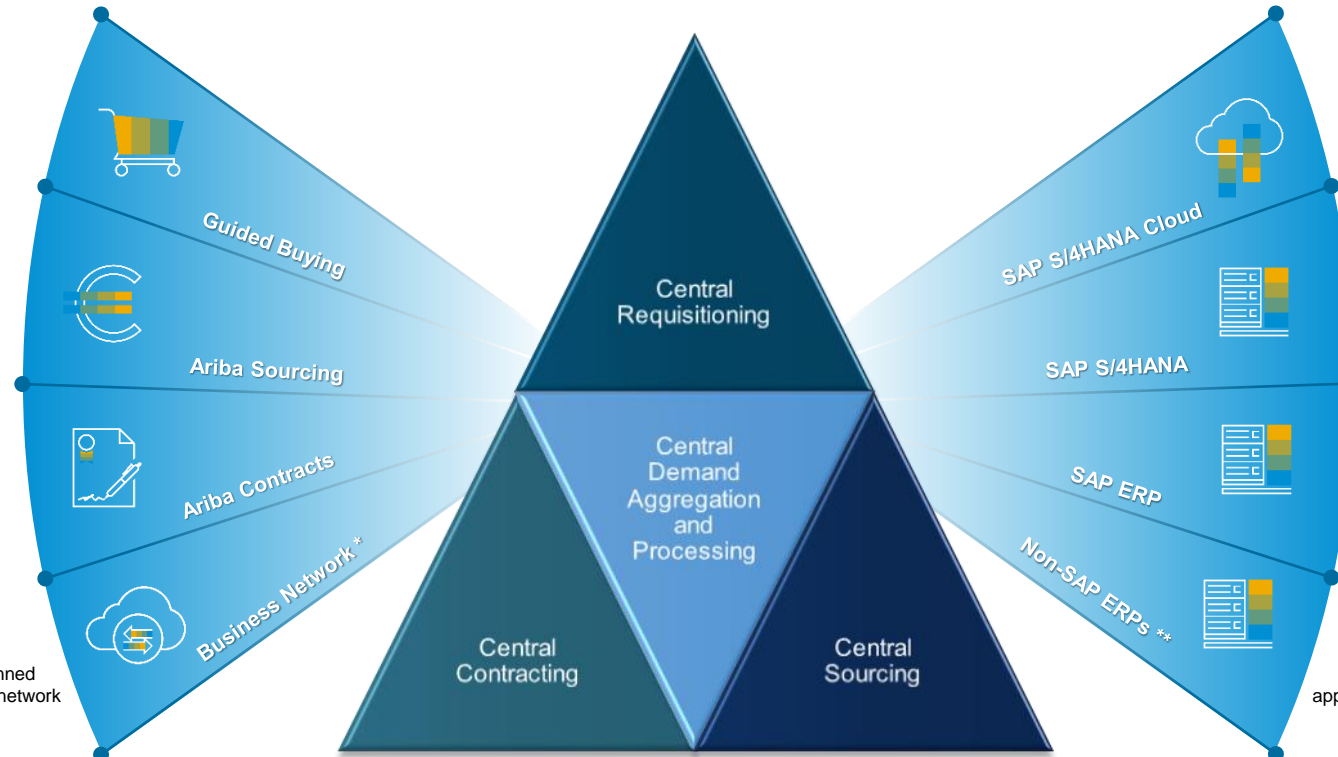
centralize compliance, process control, approval workflows and document output into **one single procurement control center**

Automated Demand Processing

free up your purchaser's time by **reducing repetitive tasks** through a **powerful automation** framework for external demands

Central demand channel
Higher Automation
Increased productivity
Incremental cost savings
Wider spend visibility

Freed-up capacity



* available for 5JT Quote Automation and planned in future for Central PO output via business network

** available for PR/PO creation and central approval, planned for central contracting & sourcing

Managing the procurement landscape
Greater control of spend
Reduced operating costs
Shared Services enabled
Heightened compliance

Enterprise Contract Orchestration

centrally negotiate and monitor **global contracts** for all legal entities of your enterprise incl. integrated **commodity pricing**

Central Demand Aggregation

aggregate and **bundle external demands** from all your SAP and **non-SAP connected systems** to take advantage of better volume pricing

Agenda

Deep Dive into **Procurement and Invoicing**

- How does SAP support **One Procurement**?
- SAP S/4HANA **Central Procurement** Concept
- **SAP Central Invoice Management** Solution and Touchless **Invoicing**

Invoice Processing – a two step approach

Invoice Transfer

Invoice Management



Postal services



Supplier
Invoice
creation

Poll question #3: Which Invoicing solution are you using today (pre-dominantly)?



EDI
Portal, Service Provider, etc

OCR, ...

enrichment

handling



Posting

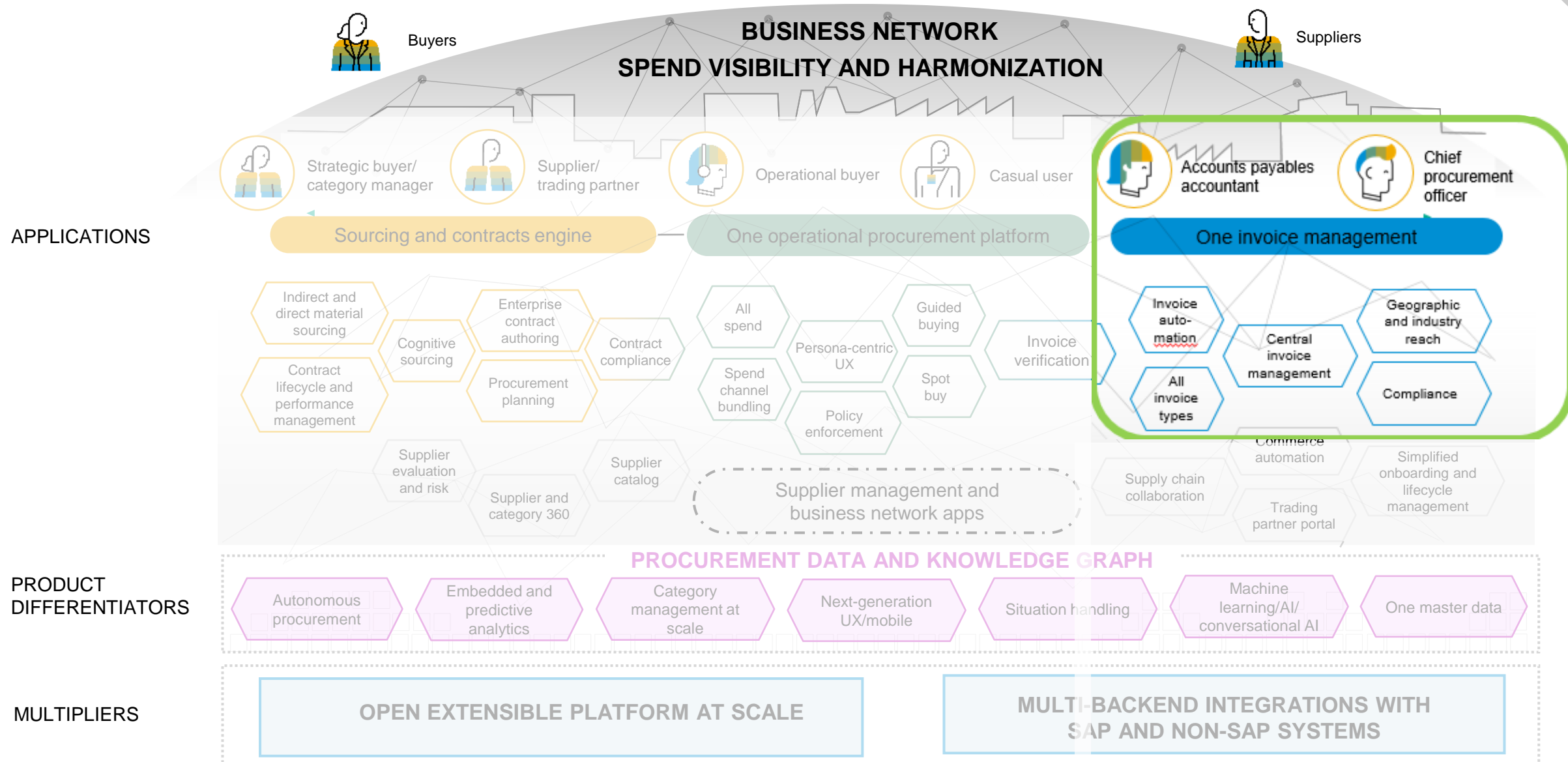


Payment

Accounts Receivables

Accounts Payable

SAP Procurement North Star



Thank you.

Frank Bade

Business Architect

SAP Procurement Strategy Group
SAP SE, Walldorf, Germany



Frank.bade@sap.com



Deep dive into Source and Contract

One Intelligent Source to Contract Platform

Patricia Linss, Aitor Lopez Fadrique | SAP Procurement Product Strategy Group
September 14th, 2021

PUBLIC

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Deep dive into Source and Contract

One Intelligent Source to Contract Platform

Patricia Linss, Aitor Lopez Fadrique | SAP Procurement Product Strategy Group
September 14th, 2021

PUBLIC

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SAP Procurement Solutions – Product Strategy

Source to Contract North Star

September 2021

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THE BEST RUN 



SAP Ariba Guided Sourcing

Deployment, Innovation Themes, Road Map

September 2021

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THE BEST RUN 



SAP Procurement Solutions – Product Strategy

Source to Contract North Star

September 2021

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Challenges and Trends

The reasons behind our strategy

Our Strategy

How do we address trends today and where do want to be tomorrow

The route to execute

Our plan to realize the strategy

So what?

The key takeaways

Challenges and Trends

The reasons behind our strategy

Major **challenges** and **trends** for source and contract stakeholders



Challenges:

- **Pricing complexities** and frequent changes in design
- Complex **user interfaces**
- Fragmented **contract management**
- Limited **data-driven intelligence**
- **Integration** complexity



Trends:

- **CPO priorities:** Cost reduction, introducing new products/services, and new market expansion
- **Contract lifecycle management** (CLM) as part of an enterprise-wide strategy
- **Automated tactical processes** to make time for strategic alignment
- **Increasing spend influence** with strategic sourcing
- Services to make up a **growing proportion of spend**

Our Strategy

How do we address trends today and where do want to be tomorrow

Source and contract **reimagined**

Standard source and contract

Trading partner management, risk, category management, and product lifecycle management processes



Unified, guided, and intuitive **user experience**



One contract lifecycle management for **all contract types**



Centralized contract repository and authoring



AI/ML-based **intelligent processes**

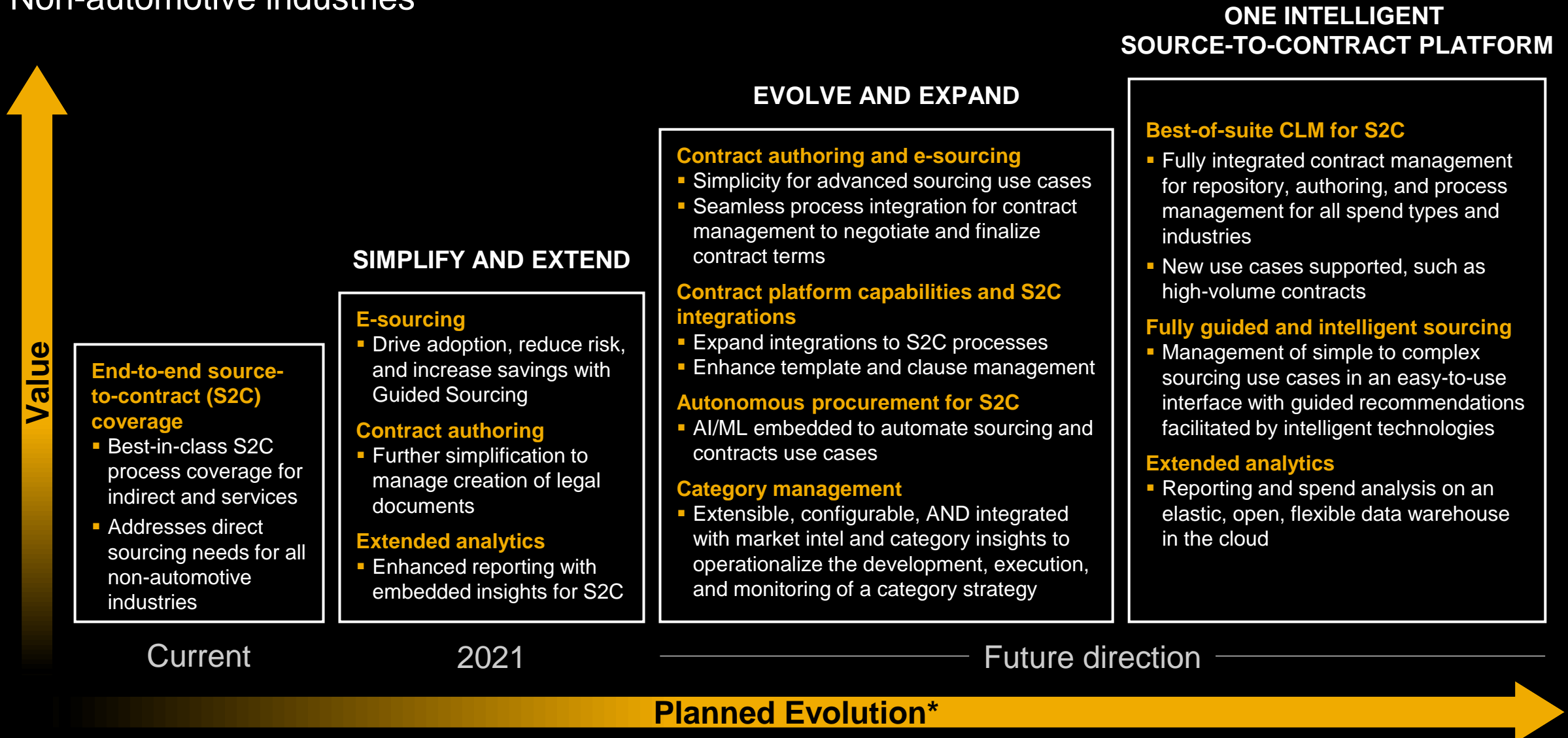
Discovery of new supply base | **Faster** time to market | **Guided and intuitive** solution to drive adoption

The route to execute

Our plan to realize the strategy

The journey to **source and contract reimagined**

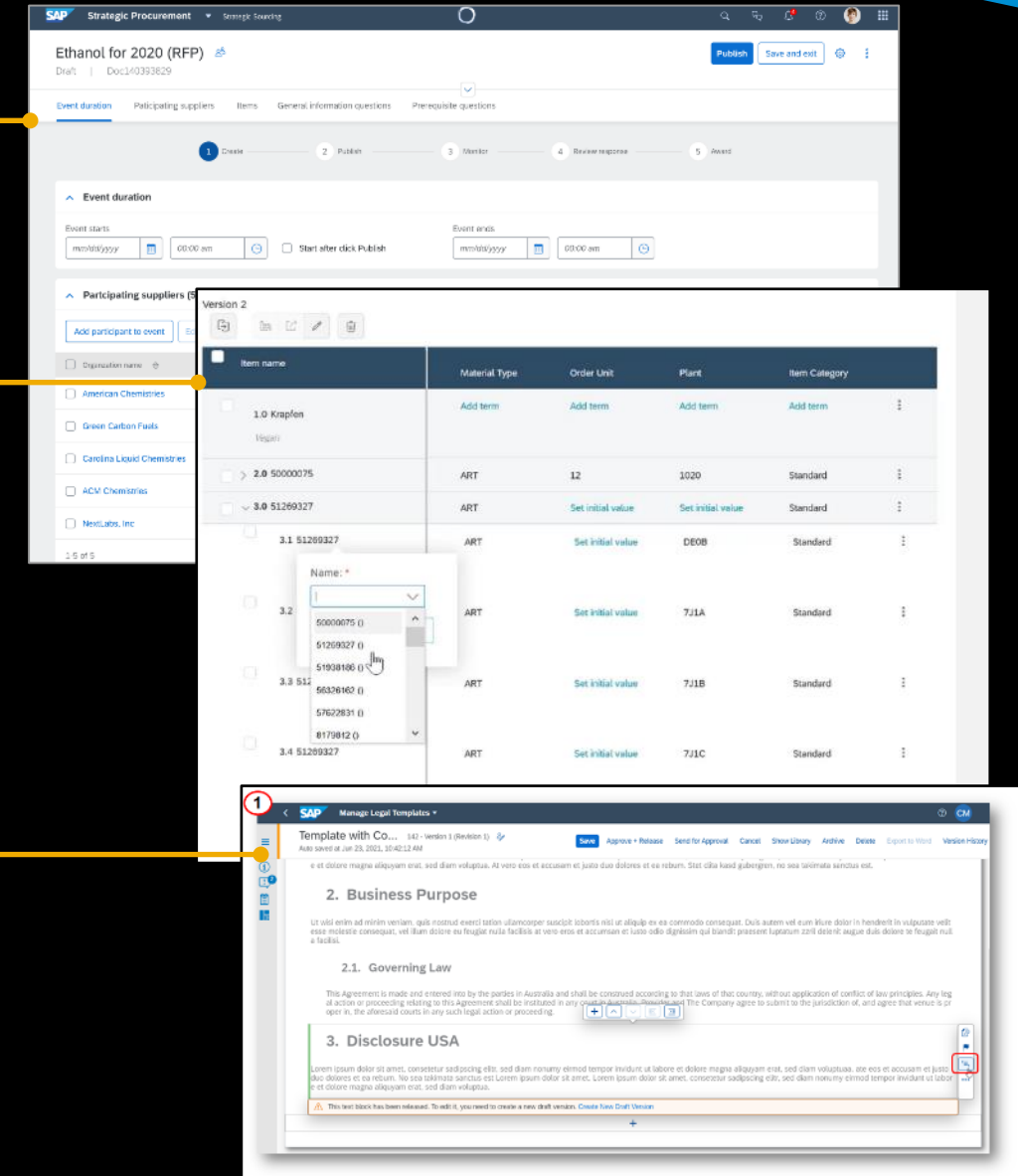
Non-automotive industries



The journey starts now – planned innovations 2021*

Recent & planned innovations

- **Guided Sourcing:** Intuitive user interface for faster adoption and increased user satisfaction. Autonomous procurement use cases include intelligent supplier recommendation and intelligent content recommendation, guidance on relevant expiring contracts.
- **New user experience for contracts:** Delivers a more intuitive user interface for customers working on line items and ERP integrations.
- **Support for lean and services hierarchy for planned and unplanned services:** Operational contract and services SOW to leverage common processes for goods and services.
- **Direct spend sourcing:** End-to-end sourcing across categories with the capability to import parts and bills of materials (BOMs) from SAP and non-SAP systems.
- **SAP Cloud for Enterprise Contract Assembly:** Creation of legal documents for automatic assembly of contracts based on approved clauses and templates, integrated to contract workspaces.



For further details refer to [SAP Road Map Explorer](#)

SAP Ariba Guided Sourcing

Intelligent Supplier Recommendation



Available already

Benefits

- You can leverage suggestions to know which suppliers to invite
- More suppliers drive competition and savings
- ML-driven, the software learns from previous sourcing events and contracts

The screenshot displays the SAP Ariba Guided Sourcing interface. The top navigation bar includes tabs for 'Event duration', 'Suppliers', 'Items that need quotes', and 'Questions, requirements, and attachments'. The 'Event duration' tab is active, showing 'Event starts: After the event is published' and 'Event ends: Duration : 30 Minutes'. Below this, there's a section for 'Suppliers (0)' with a message: 'We have 7 supplier recommendations. Add suppliers from recommendations'. A modal window titled 'Add recommended suppliers' is open, showing a list of recommended suppliers based on past events. The modal includes a search bar and a table of suppliers.

Supplier name	Recommended for	Supplier ID	Contacts
<input checked="" type="checkbox"/> Touch Stone LLC	Items: 12	S6688585	Michael Waugh+2more
<input checked="" type="checkbox"/> Flying Dutchman Co...	Items: 12	S11612599	Priya Patel+2more
<input type="checkbox"/> Lk-MRO Limited	Items: 5	S11624501	Richard Xu+1more
<input type="checkbox"/> Silver Valley Syst...	Items: 8	S10630468	chaitra ananda+5more
<input type="checkbox"/> Everyday Transport...	Items: 10	S12126337	Priya Patel+1more
<input type="checkbox"/> Cast Transportatio...	Items: 12	S12126339	Richard Xu
<input type="checkbox"/> Smith Solutions	Items: 1	S6446327	Amber Smith

SAP Ariba Guided Sourcing Multi Round Events



Available already

Ethanol for 2020 (RFP) | Review response | Doc140393829 | Round 2

Progress: Create — Publish — Monitor — **4 Review response** — 5 Award

Round #	Best bid total spend (USD)	Change from last round	Items	Item coverage	Invited suppliers
1	\$10,000,000	None	200	61% - 100%	8
2 (Current)	\$7,000,000	-3,000,000 (-30%)	200	100%	5

Bid analysis | Graph view | Table view

Filter by: Items (7) | Numerical terms (4) | Show outliers (OFF) | Suppliers (16) | Saved filters (0)

Items: Aerial lifts (221018) | Building construction machinery (221019) | Building demolition... (221020) | Long long long item name (221020) | Long item name (221020) | long item... (221020) | View all (7)

Numerical terms: Item price: \$80 - \$120 USD | Lead time: 200 - 390 days | Numerical term | Numerical term | Clear all

Suppliers: Organization 1 (Vendor ID) | Organization 2 (Vendor ID) | Organization 3 (Vendor ID) | Organization 4 (Vendor ID) | Organization 5 (Vendor ID) | Organization 6 (Vendor ID) | View all (16)

Supplier item level overview (16)

Item	ACM Chemistries Bids (97)	Flying Dutch Com... Bids (97)	Myraid Bids (97)	Nitras Bids (97)
2.0 Building and construction ma...	\$17,000 USD	\$17,000 USD	\$17,000 USD	\$17,000 USD

Benefits

- Run multiple rounds of the same sourcing event to get the best pricing.
- Add and exclude suppliers and items between rounds.
- New configurable bid comparison report

Guided Sourcing

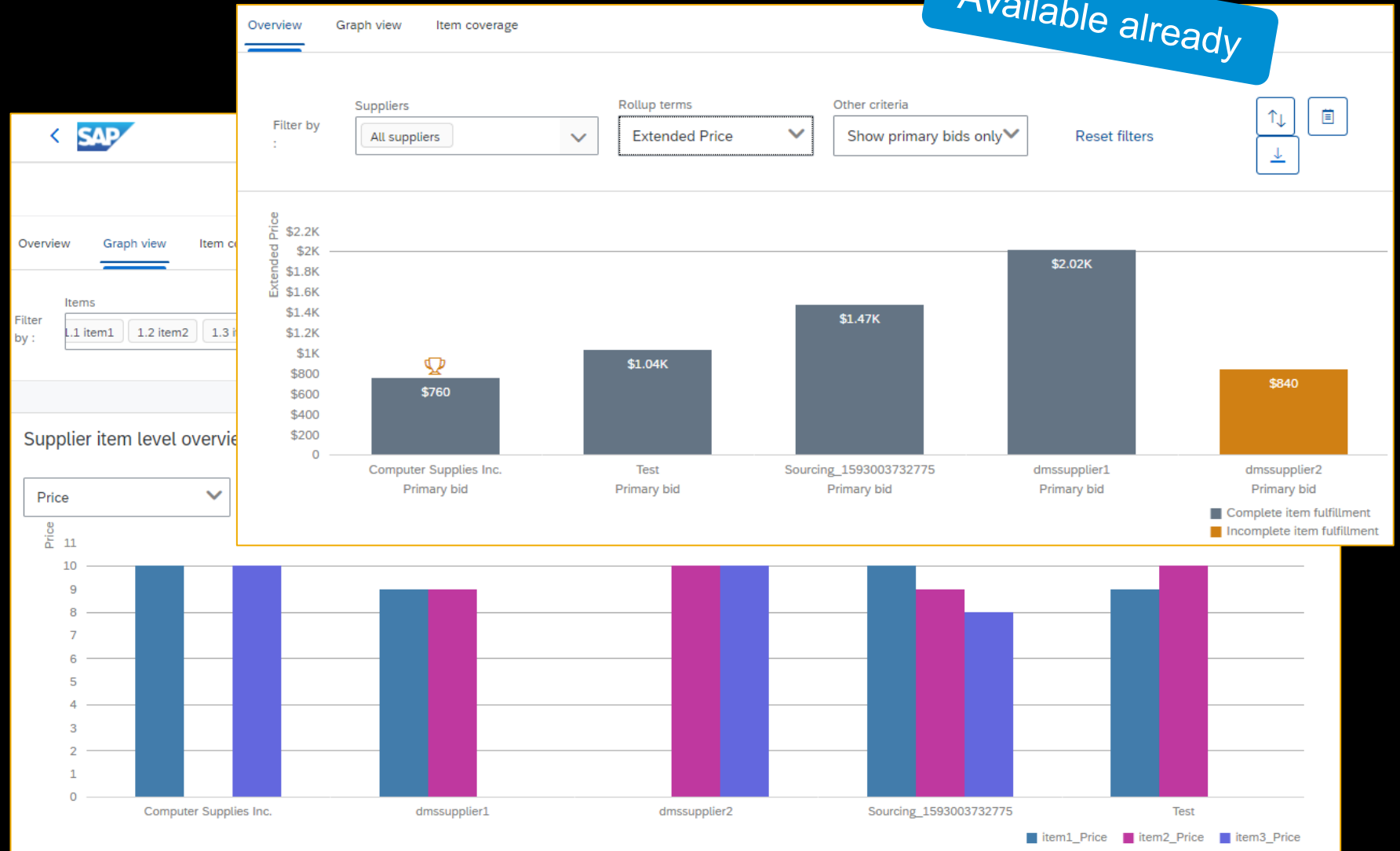
Advanced bid analysis



Available already

Benefits

- Analysis of offers based on multiple criteria
- Item coverage analysis
- Graphical and tabular views
- Advanced filtering capabilities
 - Outlier identification
 - Term & supplier selection
 - Primary and alternative bids



Available features

Ready to be used **now***

August Release (2108)
Available now



User Experience & Core sourcing

- RFI/RFP creation
- Collaboration/messaging functionality
- Publish and award approvals
- Surrogate bidding
- Event level Reporting
- Lots
- Multi-round bidding
- Prerequisite questions (with and without owner review)
- Email bidding
- Bulk terms edit support
- Alternative bidding
- Conditional content

Autonomous Procurement

- Intelligent event creation
- Intelligent supplier recommendation
- Intelligent questions recommendation

Direct Spend

- Material Master integration
- Category Attribute Hierarchy
- Support for pricing conditions
- Cost breakdown analysis

Analytics & Decision Support

- Out-of-box optimization scenarios
- Bid History and Bid Comparison report
- Advanced bid analysis
- Award scenario comparison

Best of Suite

- Integration with Contracts and SLP
- In-application tool guidance (provided by SAP Enable Now)
- Customer-configured content in SAP Enable Now
- S/4HANA integration**

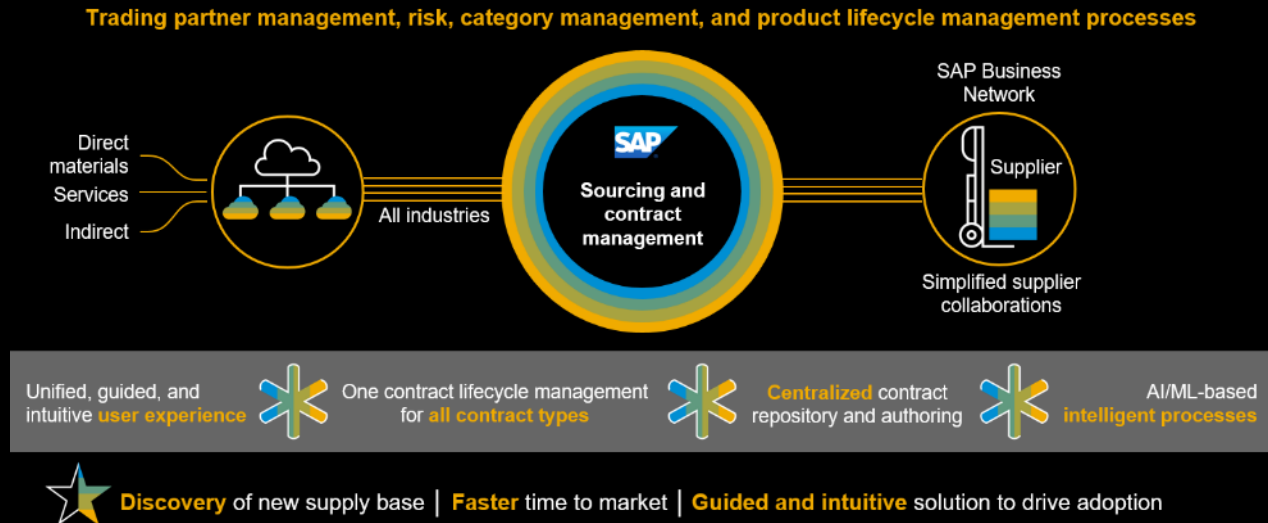
**Available integrations scenarios are 4BL and 4QN.

*As of Q3 2021, Guided Sourcing is not available in Russia data center.

So what?

The key takeaways

Source and contract **reimagined**



Intuitive. Intelligent. Comprehensive.

- **Industry-specific** source-to-contract process coverage
- **Discovery** of new suppliers
- **Faster** time to market
- **Simplified** product cost comparison
- **Enterprise-wide** single contract repository
- **Intuitive** management of complex pricing
- **Improved** productivity with AI
- **Greater visibility** to improve cost control and sourcing



SAP Ariba **Guided Sourcing**

Deployment, Innovation Themes, Road Map

September 2021

PUBLIC

Deployment

How to deploy and adopt



Deployment & adoption

Detailed considerations



Phased approach in the release of functionality

- Not a straight one-to-one replacement of Classic Sourcing with the initial release of **Guided Sourcing**
- **Guided Sourcing** roadmap is built on **incremental value**, with most widely used features at the beginning
- First release (available since November 2020**) focused on RFI & RFP functionality*
- Subsequent releases increase functionality until feature parity with Classic Sourcing... and more than parity!

Adoption strategy

- Adopt when ready
 - Each customer can decide how and when to adopt, based on features available at the moment
 - Value-driven roadmap makes it possible to get value out of any stage of **Guided Sourcing**
- Both UX's can co-exist
 - Full projects, when available in **Guided Sourcing**, can be viewed in either Classic or **Guided Sourcing**
 - Full projects in Classic Sourcing can contain **Guided Sourcing** events
 - Events are either Classic or **Guided Sourcing**: user chooses, upon event creation



SAP Ariba Guided Sourcing

Deployment, Innovation Themes, Road Map

September 2021

12/2021

THE BEST RUN 

Innovation Themes

Key Drivers for the development of the solution

Innovation **themes**

Business benefits



User **Experience & Core** Sourcing

- Maximize user adoption
- Improve operational efficiency



Autonomous Procurement

- Provide intelligent support to end users
- Automate of non-value add tasks



Direct Spend

- Increase coverage of spend in the solution
- Harmonized processes & tools for all types of spend



Analytics & Decision Support

- Support in achieving the best possible outcome
- Gain insights and identify areas of improvement



Best of Suite

- Consistent and robust E2E process across the Intelligent Enterprise
- Open platform to ecosystem of partners

Road Map

What's coming



Road map

Getting to the source of truth

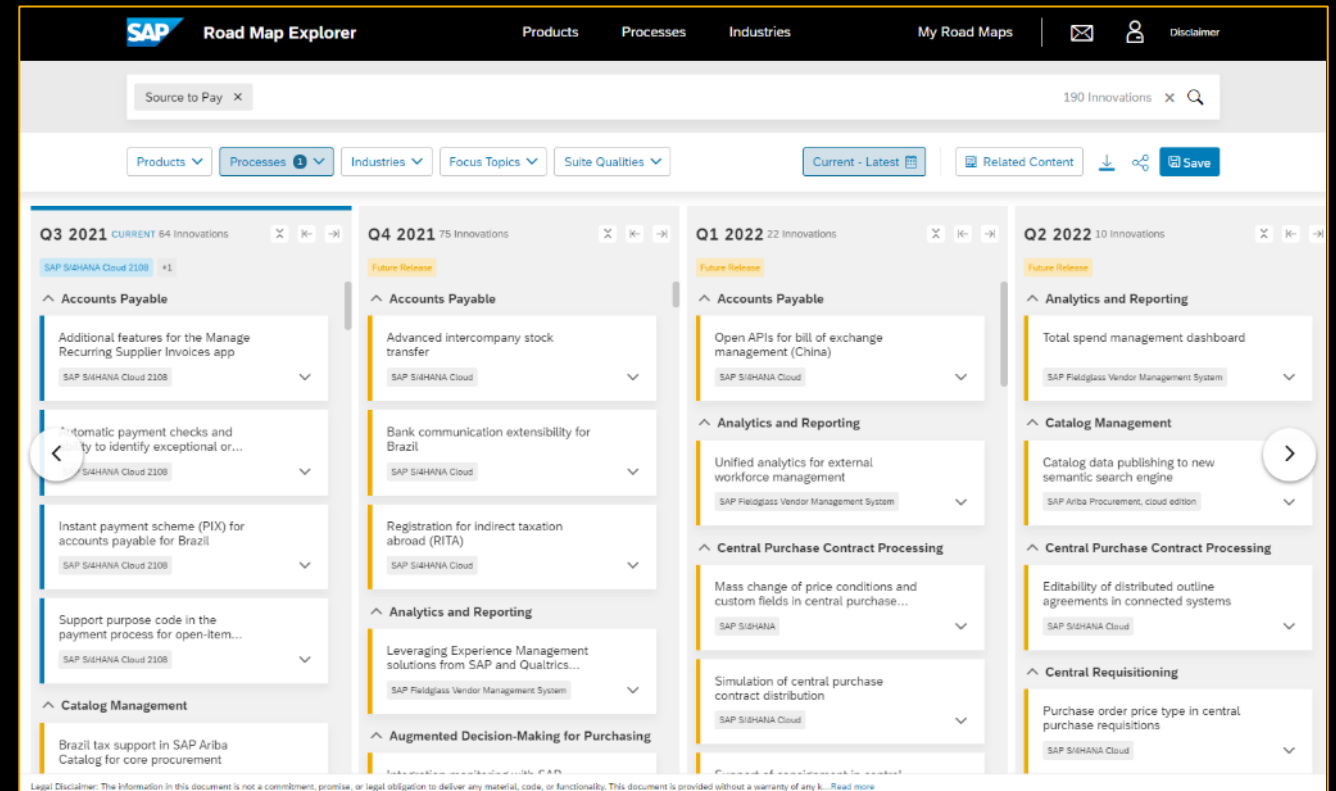
SAP Ariba road map information is accessible by means of the SAP Road Map Explorer tool

<https://roadmaps.sap.com/>

- Filter by
 - Processes: *Source to Pay*
 - Products: *SAP Ariba Sourcing, cloud edition*
- Navigating SAP Roadmap Explorer
 - Innovations are grouped by release date
 - Each innovation can be clicked to gain insights about it

Link to [Guided Sourcing Road Map](#)

Sole source of truth for road map information is **SAP Road Map explorer**

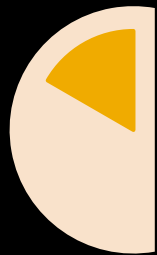


Road map is subject to change without notice.

Road map

Phased approach summary

Sole source of truth for road map information is **SAP Road Map explorer**



2021 – Q4

User Experience & Core Sourcing

- Full project functionality
- Scoring and grading
- English reverse auctions
- Dutch reverse auctions
- Support for services hierarchies
- Improved event messaging
- Enhanced handling of supplier attachments

Autonomous Procurement

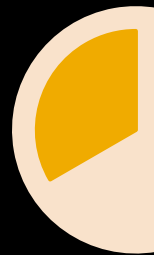
- Guidance on relevant expiring contracts

Direct Spend

- Collect prices for more than 24 months
- Support for 700 suppliers

Best of Suite

- ECC integration



2022 – Q1

User Experience & Core Sourcing

- Envelope bidding
- Multi-stage events
- Japanese reverse auctions
- Custom offline response sheet
- Translation for event content

Autonomous Procurement

- Intelligent insights on next actions for expiring contracts

Direct Spend

- BOM quote

Best of Suite

- Automatically invite preferred suppliers



2022 – Q2

User Experience & Core Sourcing

- Bid transformation
- Type ahead for items/lots
- Audit log

Autonomous Procurement

- Smart Excel import for RFI and auctions

Analytics & Decision Support

- Additional downloadable reports
- Price trend analysis in multi-round & multi-stage events

This reflects the state of planning as of Q3 2021. Road map is subject to change without notice.

SAP Ariba Guided Sourcing Full Project Functionality



Q4/2021
LAB Preview

Benefits

- Expand Guided Sourcing capabilities to Sourcing project
- Increased adoption
- More compliance and visibility on processes
- Improve operational efficiency

The screenshot displays the SAP Ariba Guided Sourcing interface for a project titled "Sourcing project_Medical components_Year_2021". The interface includes a sidebar with navigation options like "Project summary", "Process", "Project widgets", "Tasks", and "Events and other documents". The main content area shows a table of tasks and a section for "Events and other documents".

Phases and tasks	Type	Status	Owner	Approvers/Reviewers	Due date	Associated document
Planning	Phase	Not started			Jun 00, 2020	
<input checked="" type="checkbox"/> Update team members	To Do task	Not started	PO Project owner		Jun 00, 2020	Strategy docu... Mark as started
<input type="checkbox"/> Review requirements	Review task	Not started	PO Project owner			Strategy docu... Mark as started
<input type="checkbox"/> Develop Sourcing Strategy	Phase	Not started				
<input type="checkbox"/> Source and Negotiate	Phase	Not started				
<input type="checkbox"/> Deploy	Phase	Not started				
<input type="checkbox"/> Project closure	Phase	Not started				

Folders and documents	Type	Version	Status	Owner	Last modified on	Last modified by	Associated tasks
<input type="checkbox"/> Strategy-related documents	Folder			PO Project owner	Jun 00, 2020	PO Project owner	
<input type="checkbox"/> Template vendor list	Attachment	V1	Not edited	PO Project owner	Jun 00, 2020	PO Project owner	Schedule vendor review m...
<input type="checkbox"/> Events	Folder			PO Project owner	Jun 00, 2020	PO Project owner	
<input type="checkbox"/> Sourcing RFP - A	RFP	V1	Not created	PO Project owner	Jun 00, 2020	PO Project owner	Create RFP +3
<input type="checkbox"/> Sourcing RFP - B	RFP	V1	Not created	PO Project owner	Jun 00, 2020	PO Project owner	Create RFP +3

Road map is subject to change without notice.

Recap

Innovation themes

Business benefits

User Experience & Core Sourcing

- Maximize user adoption
- Improve operational efficiency

Autonomous Procurement

- Provide intelligent support to end users
- Automate of non-value add tasks

Direct Spend

- Increase coverage of spend in the solution
- Harmonized processes & tools for all types of spend

Analytics & Decision Support

- Support in achieving the best possible outcome
- Gain insights and identify areas of improvement

Best of Suite

- Consistent and robust E2E process across the Intelligent Enterprise
- Open platform to ecosystem of partners

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Available features

Ready to be used **now**

User Experience & Core sourcing

- **RFI/RFP creation**
- **Collaboration/messaging functionality**
- Publish and award approvals
- Surrogate bidding
- **Event level Reporting**
- Lots
- **Multi-round bidding**
- Prerequisite questions (with and without owner review)
- **Email bidding**
- Bulk terms edit support
- Alternative bidding
- Conditional content

Autonomous Procurement

- Intelligent event creation
- **Intelligent supplier recommendation**
- Intelligent questions recommendation

Direct Spend

- Material Master integration
- Category Attribute Hierarchy
- Support for pricing conditions
- Cost breakdown analysis

Analytics & Decision Support

- **Out-of-box optimization scenarios**
- Bid History and Bid Comparison report
- Advanced bid analysis
- **Award scenario comparison**

Best of Suite

- **Integration with Contracts and SLP**
- In-application tool guidance (provided by SAP Enable Now)
- Customer-configured content in SAP Enable Now
- S/4HANA integration

August Release (2/108)

Available now

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Road map

Getting to the source of truth

Sole source of truth for road map information is **SAP Road Map explorer**

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102

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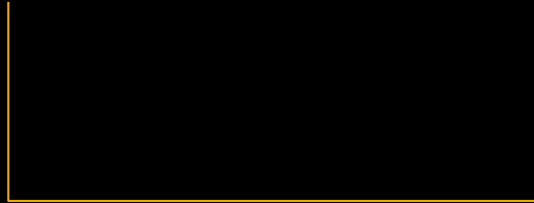
105

Recap



SAP Procurement Solutions – Product Strategy

Source to Contract North Star



SAP Ariba **Guided Sourcing** | Vision & Road Map

Q&A

PUBLIC



Thank you.

Patricia Linss Aitor Lopez Fadrique

SAP Procurement Product Strategy Group

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User Experience & Core Sourcing

Maximize user adoption

Improve operational efficiency

Innovation themes

User Experience & Core Sourcing



Maximize user adoption

- Generate more savings
- More compliance
- Visibility

Improve operational efficiency

- Faster event creation
- Easier content creation
- Earlier location of the right data

Reduced change management

- Save cost on training
- Less time to value



Autonomous Procurement



Provide intelligent support to end users
Automate of non-value add tasks

Innovation themes

Autonomous Procurement



AI/ML –based technologies

- Less configuration to achieve desired outcome
- Best practices emerge from daily usage

Intelligent guidance to users

- At the appropriate moment
- With the most relevant information

Best usage of resources

- Machines to perform repetitive tasks
- Humans to focus on strategic activities



Direct Spend

Increase coverage of spend in the solution

Harmonized processes & tools for all types of spend

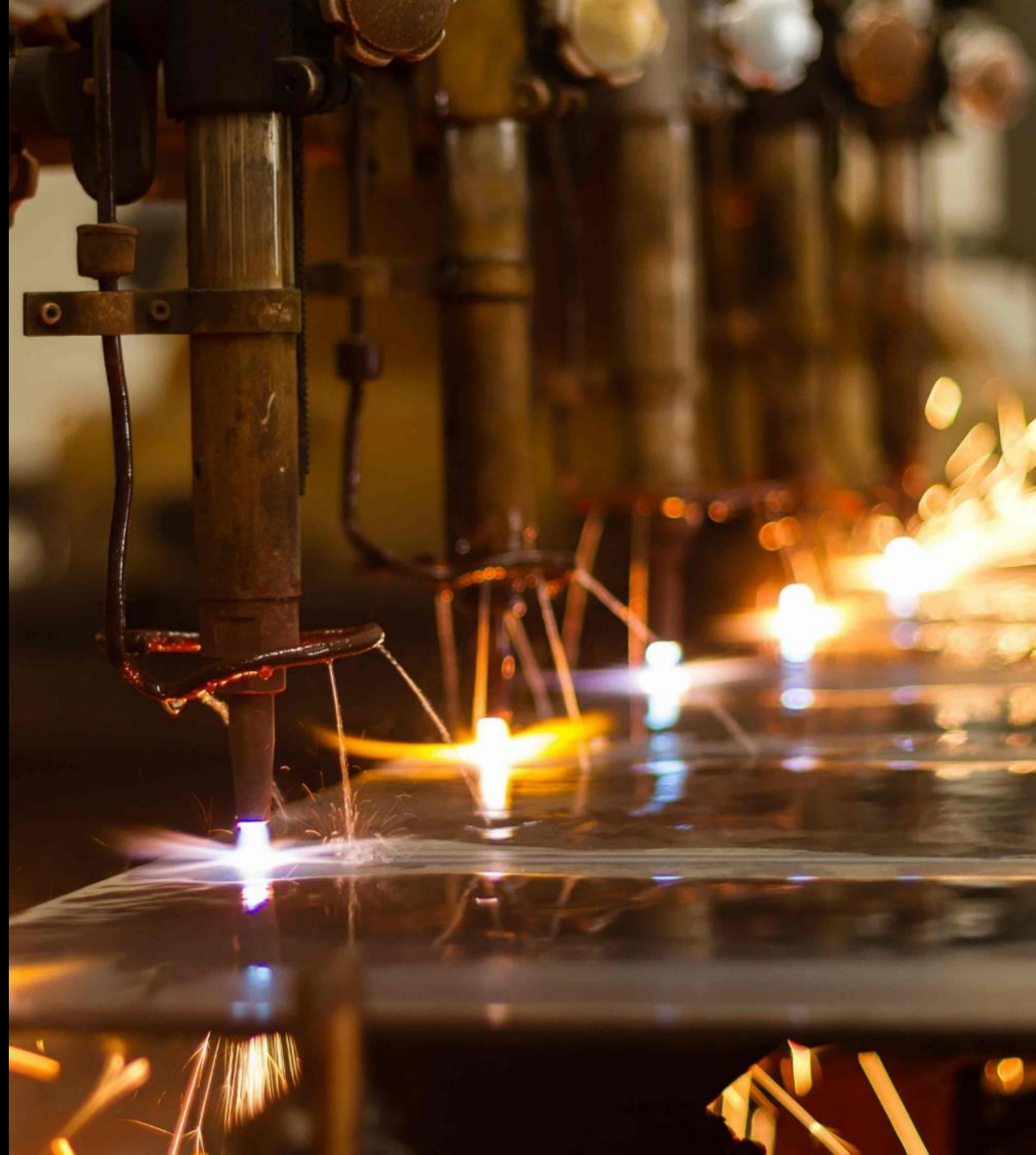
Innovation themes

Direct Spend



Convergence of all spend in a single platform

- Data less fragmented
- More cohesive user experience
- Streamline continuous price gathering process
- Increase coverage or spend under management for direct materials
- Consolidated processes
 - Compliance
 - Visibility
- Leverage Autonomous Procurement and the rest of capabilities of **Guided Sourcing**



Analytics & Decision Support

Support in achieving the best possible outcome

Gain insights and identify areas of improvement

Innovation themes

Analytics & Decision Support



Multiple decision criteria

- Savings
- Sustainability
- Corporate Social Responsibility
- CO2 emissions
- Risk Management

Decision Support Workbench

- Advanced analysis
- Award optimization
- Data insights



Best of Suite

Consistent and robust E2E process across the Intelligent Enterprise
Open platform to ecosystem of partners

Innovation themes

Best of Suite



Intra SAP Ariba integration

- SAP Ariba Contracts
- Supplier Lifecycle & Performance
- Supplier Risk

SAP Intelligent Enterprise

- SAP ERP's
- SAP S/4HANA for Central Procurement

Open ecosystem

- Open API's for any 3rd party



Slides Prashant Singhai

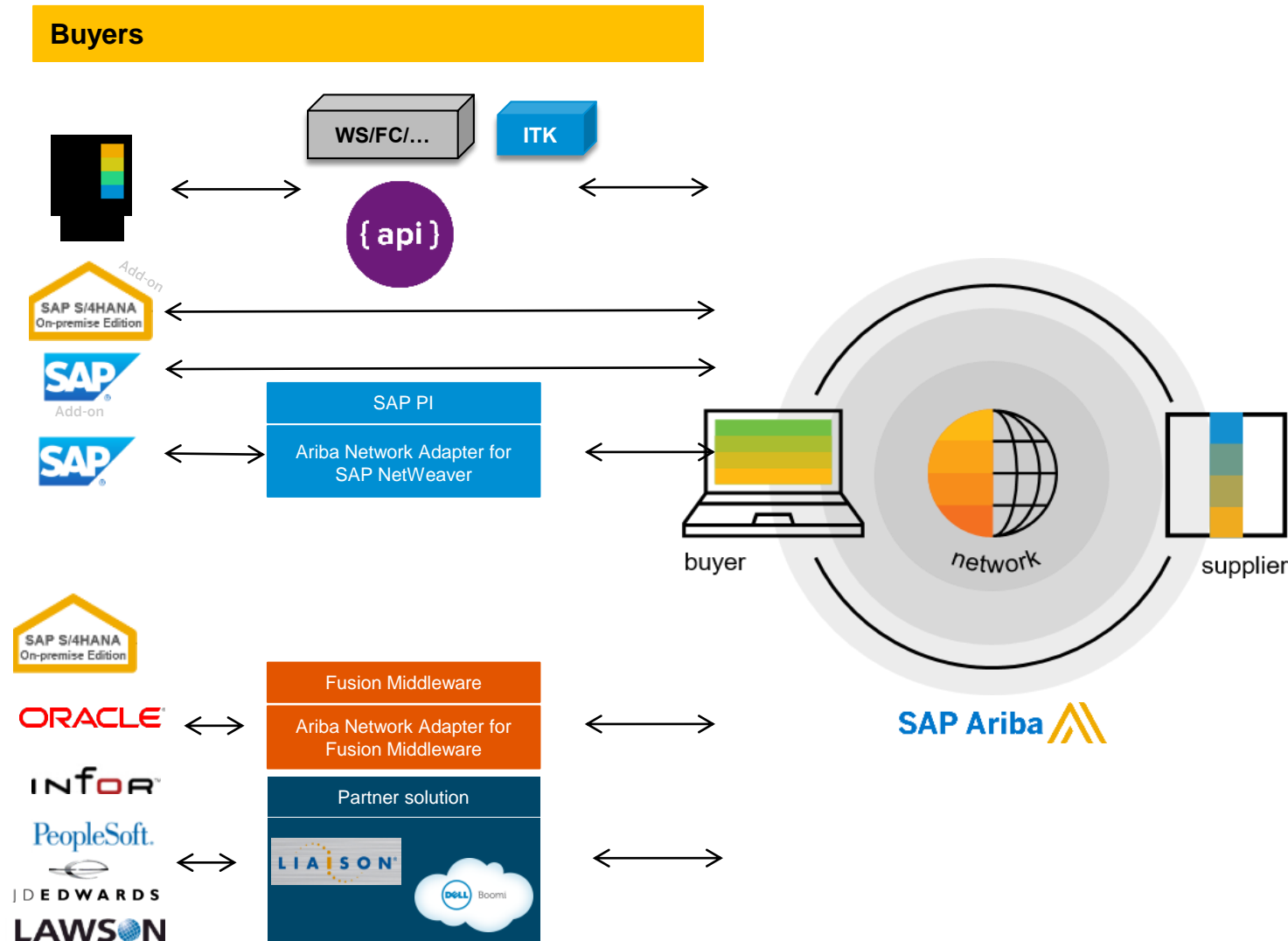


SAP Ariba Cloud Integration Gateway (CIG)

Satheesh Gannamraju, Kalyan Valluri
September 14 2021

PUBLIC

Earlier...Integration options for Buyers



Drawbacks

- Too many different integration options depending upon products
- Specific skillset needed to integrate to Ariba
- Long implementation cycles
- Frequent integration update based on releases
- High cost to implement and maintain
- Different security and monitoring
- Inconsistent transport protocols and file formats
- Limited to none supplier integration options beside cXML

SAP Ariba Cloud Integration Gateway Value Proposition

SAP Ariba Cloud Integration Gateway enabled by **SAP Integration Suite**, gives you a fast, simple way to connect your SAP Procurement solutions, back-end systems, and trading partners with three design principles



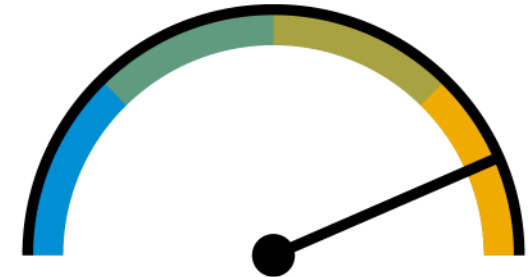
Simple

3 Simple steps to Integrate -
Configure, Extend, and Test



Self-Service

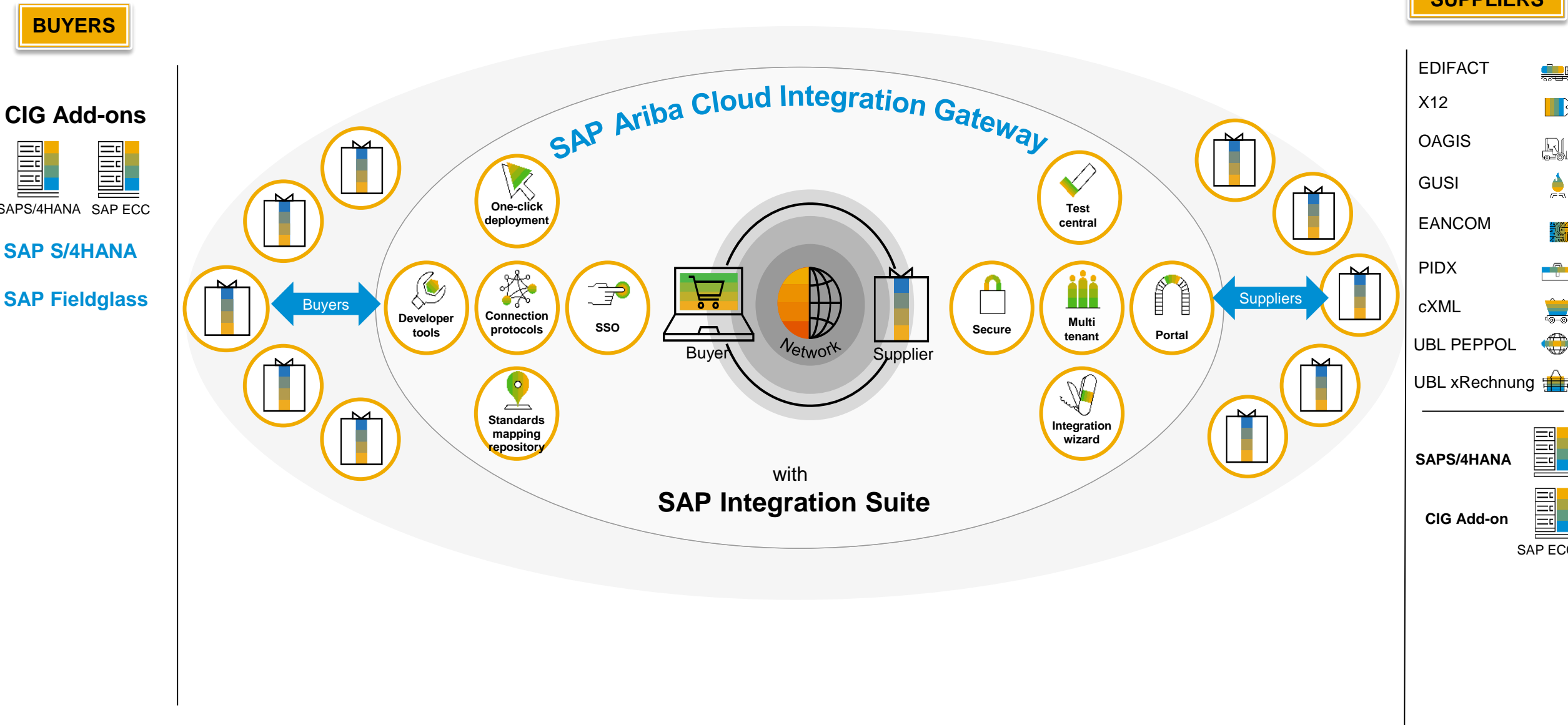
Self Service Wizard to manage the
integration process using wizard based
step by step guidance



Speed

Shorter deployment times with
Automated Testing and Embedded
Monitoring,

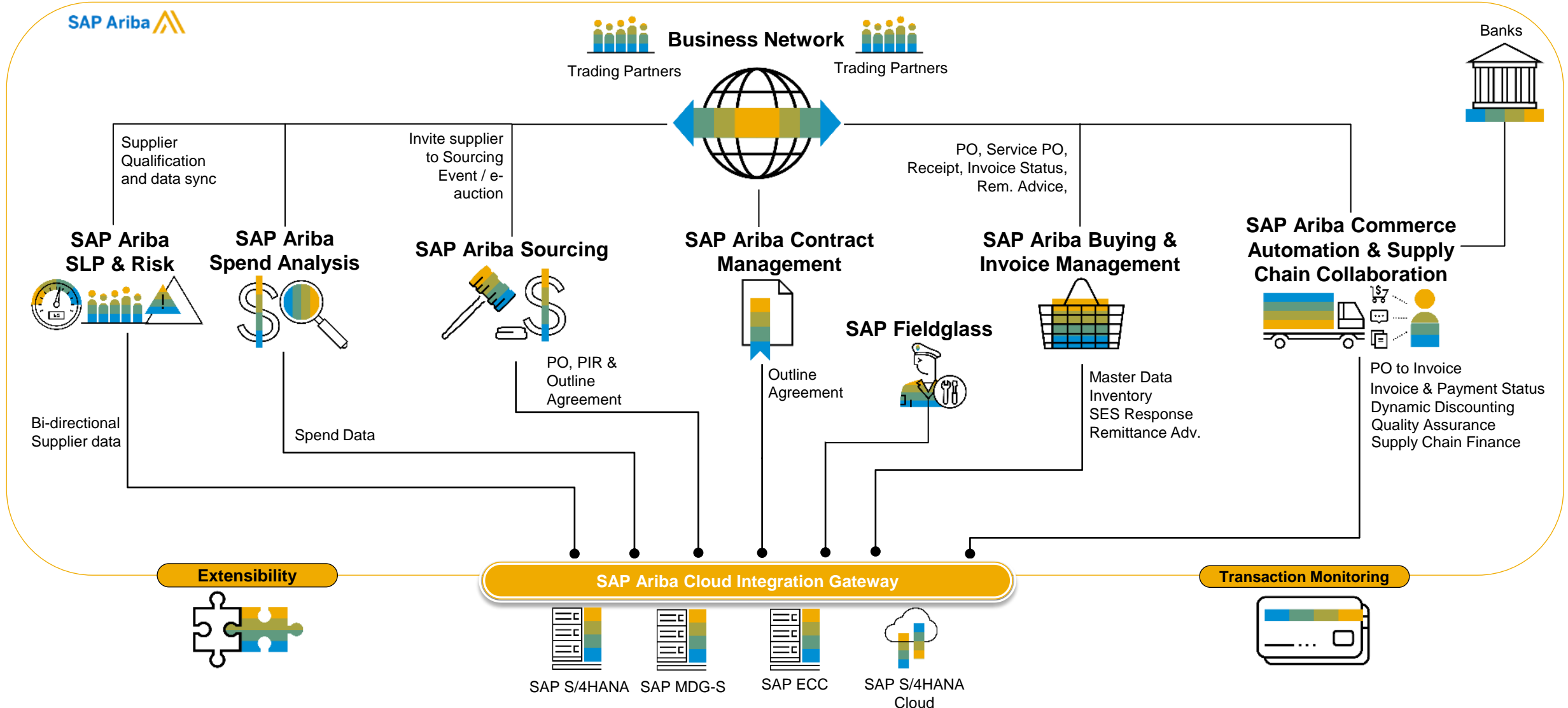
SAP Ariba Cloud Integration Gateway Overview



IES Integration scenarios supported by SAP Ariba Cloud Integration Gateway

Scope Item	Applicable Solutions
Automation of Source-to-Pay with Ariba Network (42K)	S/4 HANA, Ariba Network
Subcontracting with Ariba Network (5I2)	S/4 HANA, Ariba Network
Contract Management with Ariba Contracts (4AZ)	S/4 HANA, Ariba Contracts
Sourcing with Ariba Sourcing (4BL)	S/4 HANA, Ariba Sourcing
Automation of Order to Invoice with Ariba Network (4A1)	S/4 HANA (Supplier), Ariba Network
Guided Buying Capability with Ariba Buying (2NV)	S/4 HANA, Ariba Guided Buying
Contract for Central Procurement with SAP Ariba Contracts (4B0)	S/4 HANA Central Procurement, Ariba Contracts
Central Procurement with Ariba Sourcing (4QN)	S/4 HANA Central Procurement, Ariba Sourcing
Guided Buying for Central Procurement with Ariba Buying (3EN)	S/4 HANA Central Procurement, Guided Buying
Service Procurement with Ariba Network and SAP Field Glass (4R2)	S/4 HANA, Ariba Network, Fieldglass
Automation of Central Procurement Quotes with Ariba Network (5JT)	S/4 HANA Central Procurement, Ariba Network

CIG Integration for Source To Pay - End to End



CIG Adoption Metrics

OOTB Integration Touchpoints



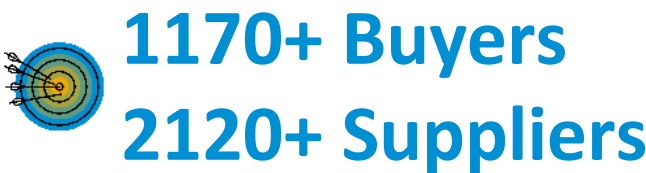
Out-of-box between SAP ERP, S/4HANA,
SAP Ariba Solutions and Suppliers
(as of Q3/2021)

Buyers Transacting in Production



Transacting in production on CIG

Trading Partners in TEST Phase



New nodes and migration with various SAP
Ariba solutions and SAP systems

Processed Transactions



transactions processed on Buy & Sell side
(200+ Mil in 2020, 460+ Mil in 2021)

Suppliers Transacting in Production



Across 8 data formats. 50% reduction in
integration time.

Globally Trained Resources

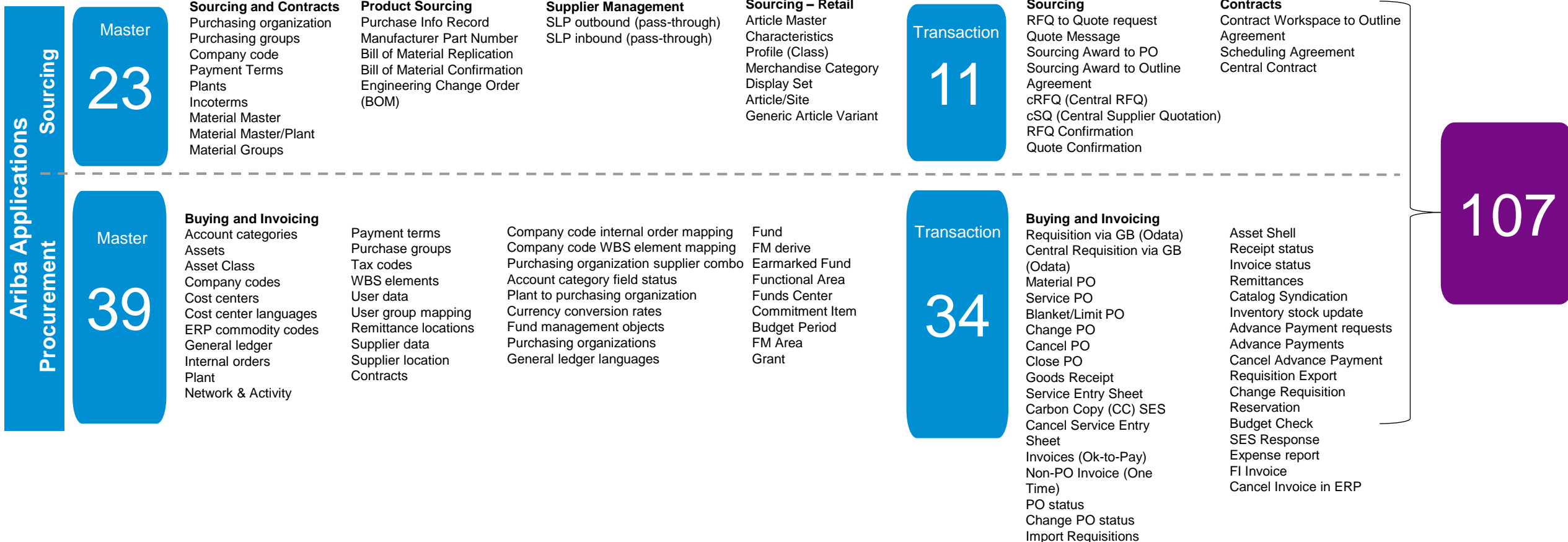


Trained resources across 5 global regions. And
10+ CIG ready partners

Standard integrations – 254 (Q3 2021)

163 SAP ERP and SAP S/4HANA

91 Standard Formats – Network Sell side



Standard integrations – 254 (Q3 2021)

163 SAP ERP and SAP S/4HANA

91 Standard Formats – Network Sell side

Business Network

Buy side

56

Commerce Automation

Standard Material PO
Service PO
Change PO
Cancel PO
Batch Managed PO
Order Enquiry request
Order Confirmation
Inbound Ship Notice
Outbound ASN
Outbound Payment
Remittance
Inbound Remittance
Advice
Remittance Cancellation
Inbound Receipt
Outbound Receipt
Service Entry Sheet
Carbon Copy (CC) SES
Service Entry Status
update
Cancel Service Entry
Sheet
Invoice (incl. Credit
Memo)
FI Invoice (incl. Credit
Memo)
Consignment Invoice
Invoice status
Carbon copy (CC)
invoice
Quote request
cRFQ (Central RFQ)
Quote message
cSQ (Central Supplier
Quotation)

Payment batch file

Payment Receipt

Discounting

Inbound Payment proposal
Outbound Payment proposal

Supply Chain Collaboration

Subcontract PO
Stock Transport Order (STO)
Multi-Tier Subcontract PO
Multi-Tier SA / SAR
Consignment PO
Component consumption
Transfer movement (Product
Activity)
Order Confirmation Approval
Outbound Replenishment
Delivery
Inbound Replenishment
Delivery

Forecast and SMI

Scheduling Agreement
Forecast Demand (Product
Activity)
Inventory Levels (Product
Activity)
Product Replenishment
Replenishment Order for SMI

Quality Management

Quality Notification
Quality Inspection Request
Quality Inspection Result
Quality Inspection Decision
Quality Certificate
QN Code (standard and
custom)

Service Procurement with Ariba Network and SAP Fieldglass (4R2)

Statement of Work (SOW)
Statement of Work (SOW)
Revision
Timesheet
Invoice

Sell side

91

X12 v4010

810, 820,
204
214
824 (In & Out)
830 (Forecast)
830 (Commit)
832
842 (In & Out)
846 (In & Out)
850, 855, 856,
860
861
862
863 (In & Out)
864
866
866 (MO/PO)
940
945
997 (In & Out)

EDIFACT D01B

ORDERS
ORDCHG
DESADV
INVOIC

GS1 EANCOM 97

ORDERS
ORDCHG
DESADV
INVOIC
REMADV

GS1 GUSI

Multi Shipment Order
Dispatch Advice
Replenishment Proposal
Replenishment Request
Product Forecast
Goods Requirement
Receipt Advice
Consumption Report
Inventory Activity or
Inventory Status

SAP ERP & S4 HANA Cloud

Sales Order
Outbound
Delivery
Goods Issue
(PGI)
Billing Document

EDIFACT D96A

ORDERS
ORDCHG
ORDRSP
INVOIC
DESADV
CONTRL
RECADV
INVRPT
REMADV
DELFOR
DELJIT
APERAK
IFTMIN
IFTSTA

GS1 EANCOM 2002

ORDERS
ORDRSP
ORDCHG
INVOIC
DESADV
REMADV

OAGIS v9.2

Process Purchase Order (PO)
Acknowledge Purchase Order
Notify Shipment
Process Receive Delivery
Notify Planning Schedule
Notify Inventory Consumption
Notify Production Order
Notify Inventory Balance
Confirm BOD

PiDX v1.61

Order Request
Order Change
Order Response
Invoice
Invoice Response
Receipt
Receipt Acknowledgement
Exception
Invoice Response SESR
Advanced Ship Notice

147

What do customers have to say?

“Our first integration project with SAP Ariba Cloud Integration Gateway (CIG) was a gamechanger. When we implemented SAP Ariba Snap Buying & Invoicing, together with SAP S/4HANA, **we reduced the integration hours and cost by at least 50%.** Our customer went live on time and on budget, meeting every deadline along the way.” -

--- Global Hospitality Chain

“SAP Ariba Cloud Integration Gateway exceeded our expectations and has been an integral part of our success. We found nearly **immediate return on investment due to the shortened timeline of our business migration.**”

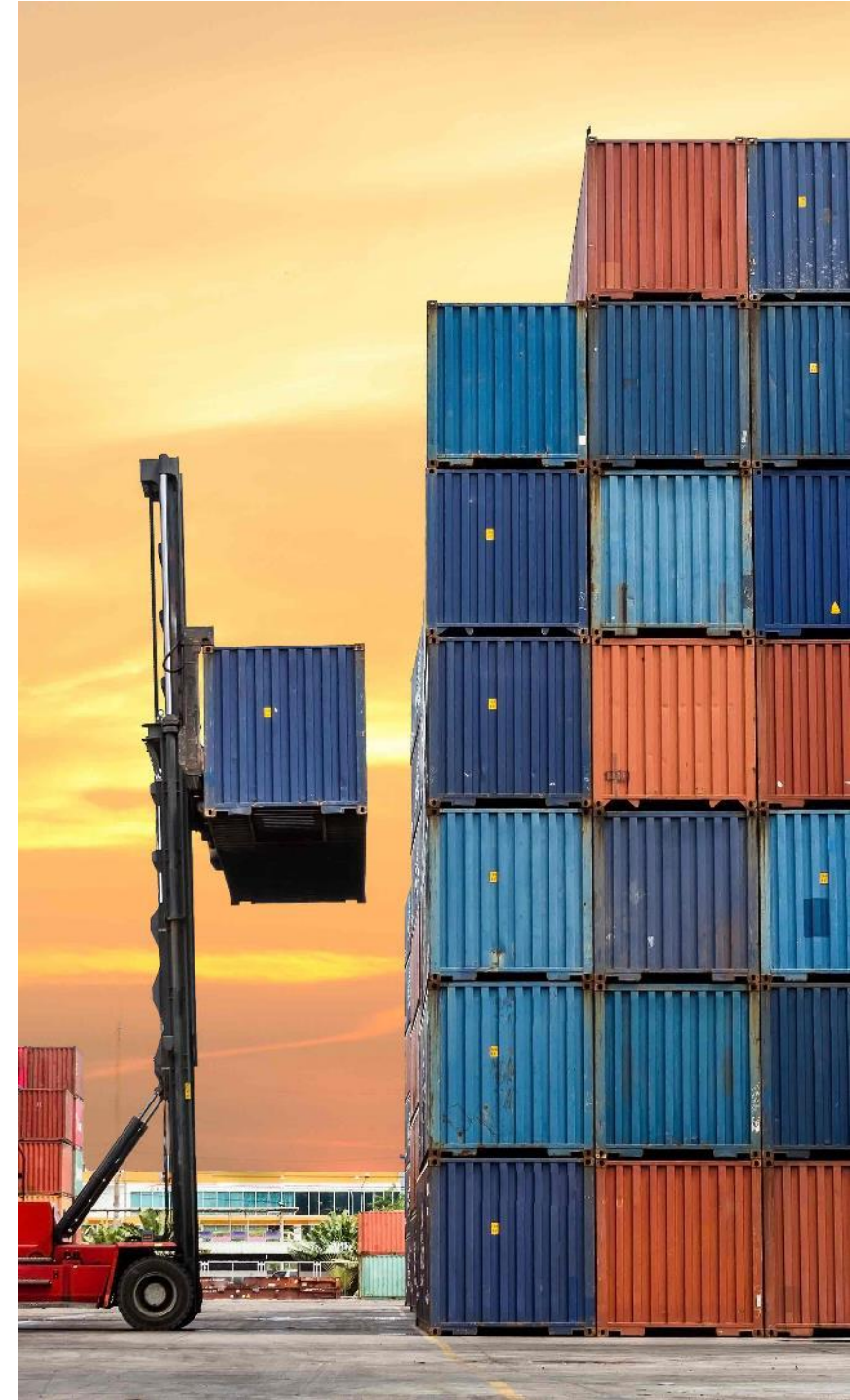
---- Arnaud Collonnier, eBusiness Solutions Manager, **RAJA** GROUP

“When we were considering alternative integration solutions, we realized we would have re-do everything that SAP Ariba Cloud Integration Gateway (CIG) already provides out of the box. It became obvious that CIG is the better choice to allow **effort-saving not just during the initial implementation, but over time and at no additional cost.** I’ve received numerous emails from **extremely happy users** expressing how it’s an easy and intuitive system that requires no training.”

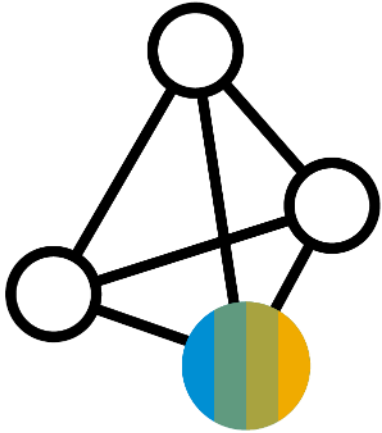
--- Health Sciences customer



THE BEST RUN

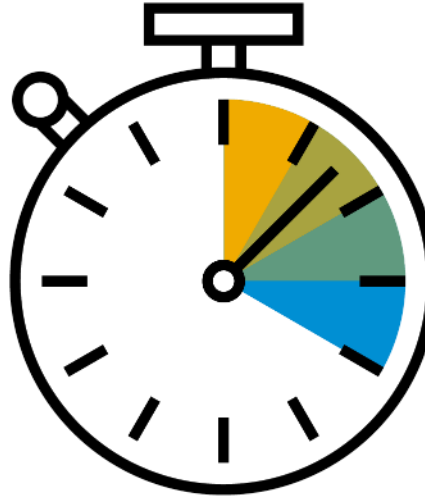


SAP Ariba Cloud Integration Gateway - Value and Benefits Summary



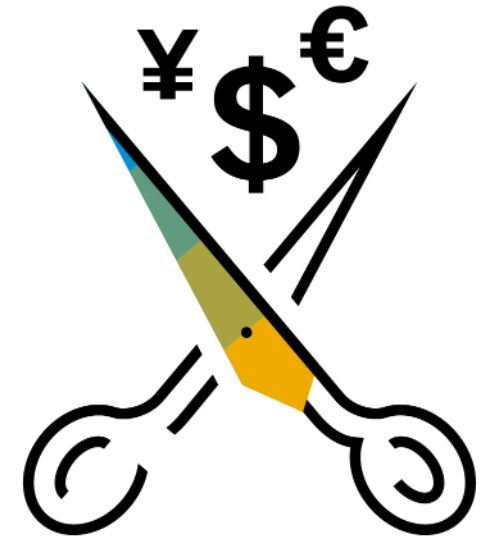
Ease of use

- ✓ Wizard based configuration
- ✓ Faster Deployment
- ✓ Masks middleware tools



Time to value

- ✓ Purpose-built “solution”
- ✓ Standards based & standardized
- ✓ Increases value of applications & business network



Reduced TCO

- ✓ SAP managed cloud service
- ✓ Included (\$0) for Procurement
- ✓ Built-in security, monitoring etc.

Poll Question -1

Have you deployed CIG or planning to deploy in the future ?

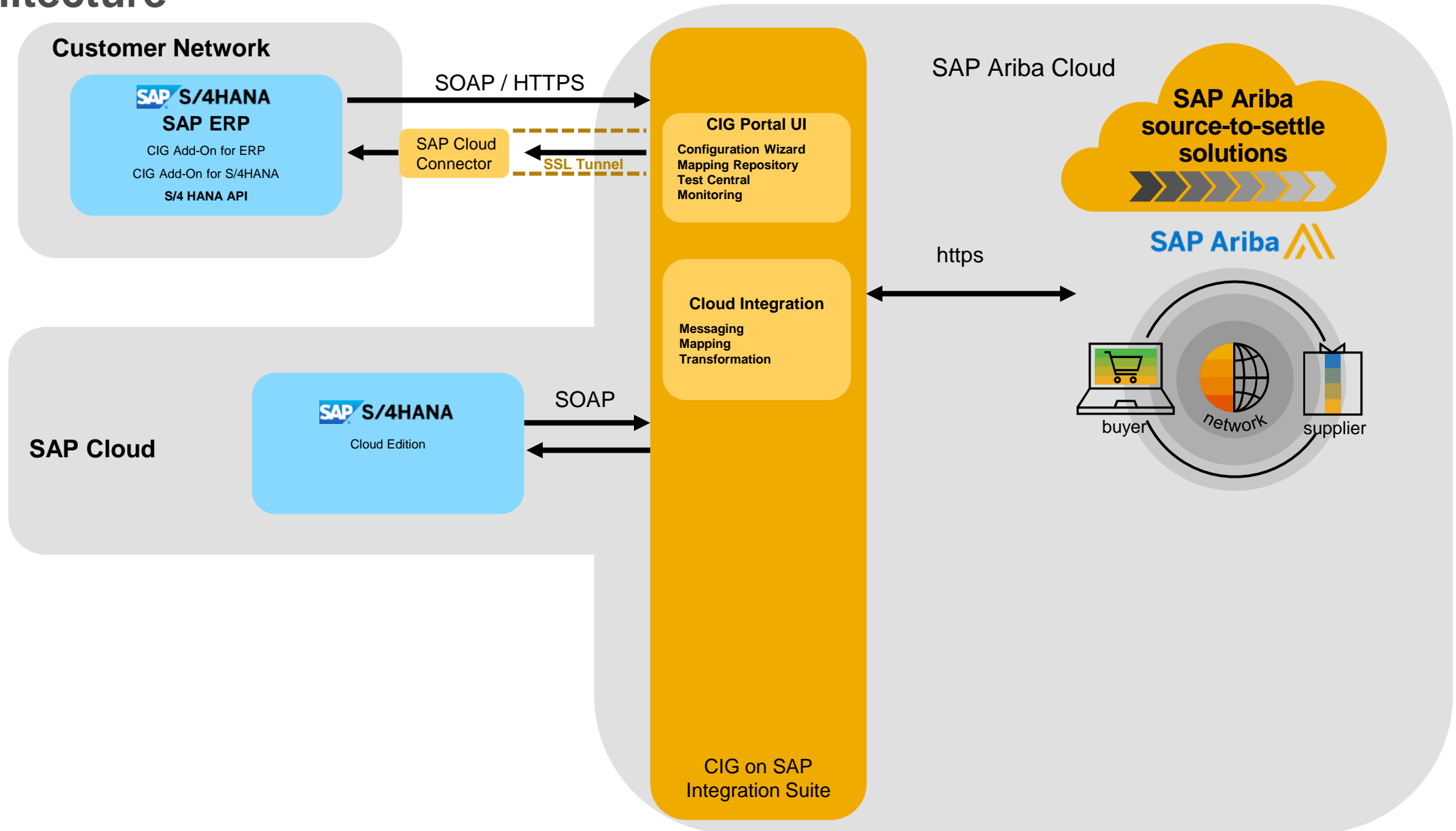
- Currently Live
- Currently Deploying
- Plan to Deploy in Q1/2022
- Plan to Deploy in 2022
- No Current plans

CI&G Core Capabilities

- Architecture
- Deployment Options
- Key Capabilities
 - Migration Tool
 - Mapping Tool
 - Test Central



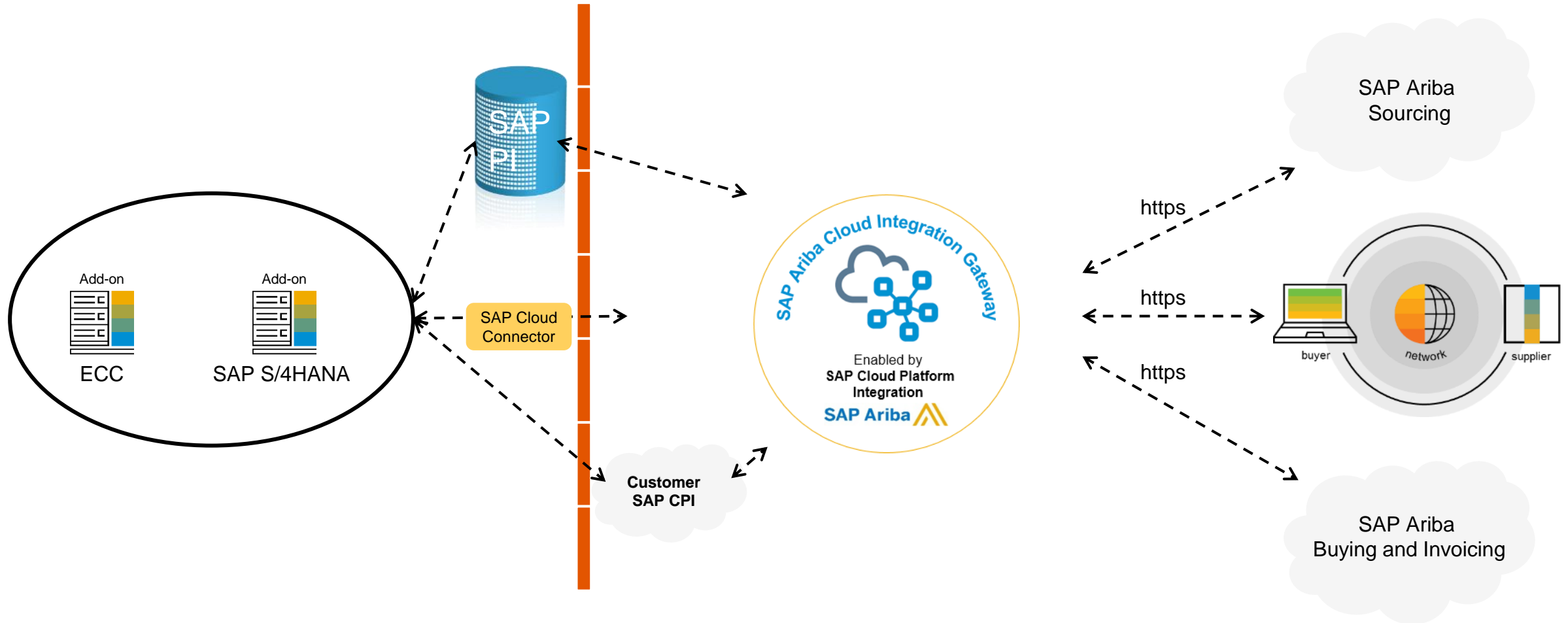
Architecture



Deployment w/CIG AddOn - Direct/Mediated with SAP PI/PO or CPI

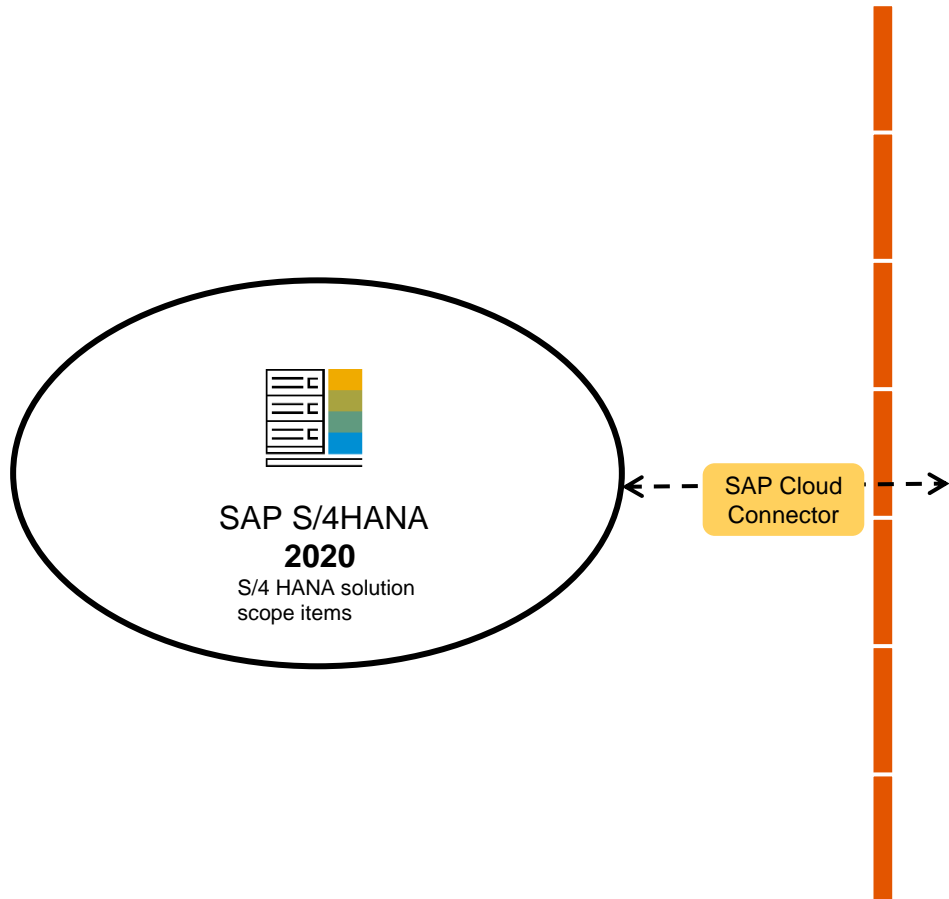
Customer environment

Cloud environment

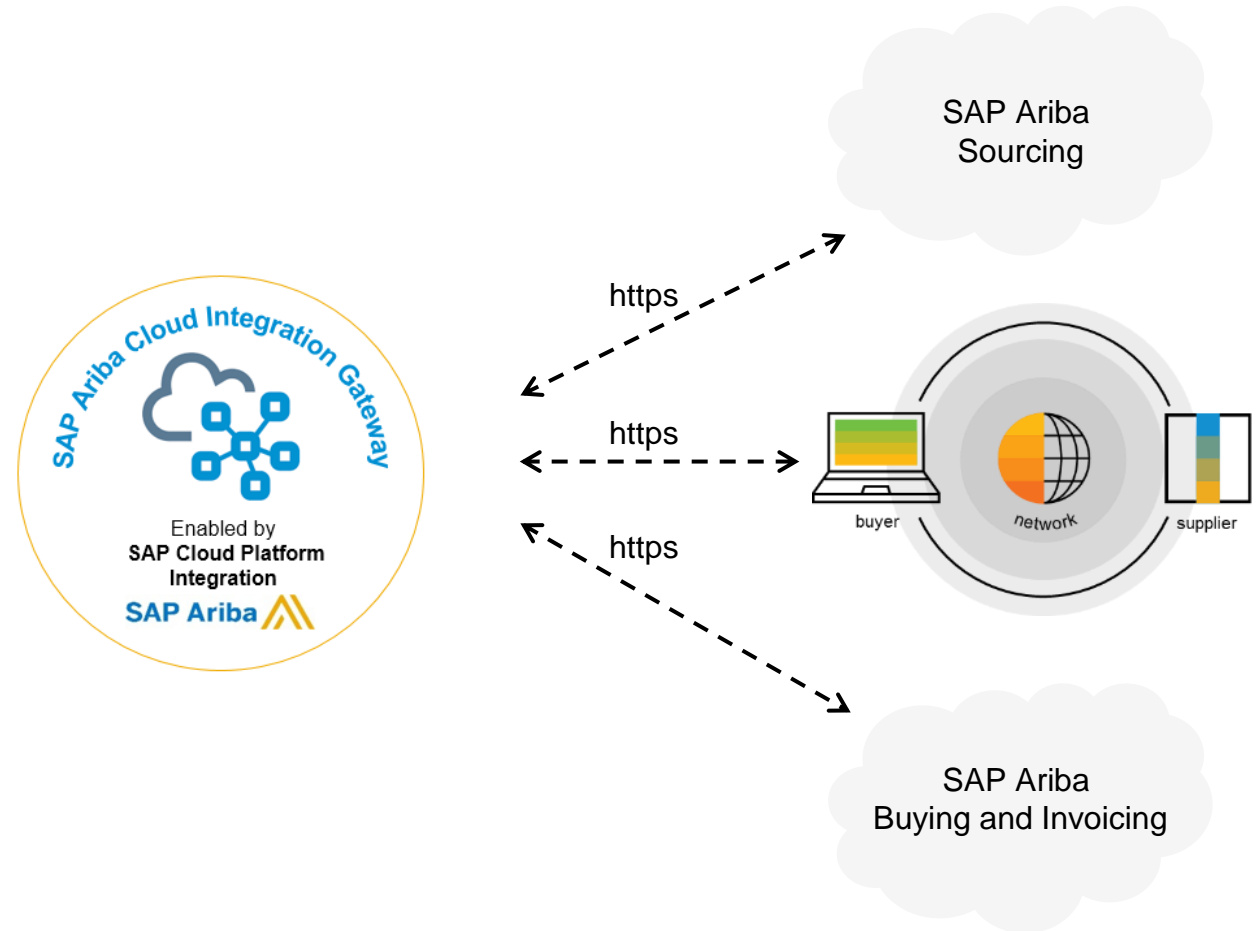


Deployment w/o ClG AddOn - Integration via S/4 APIs

Customer environment

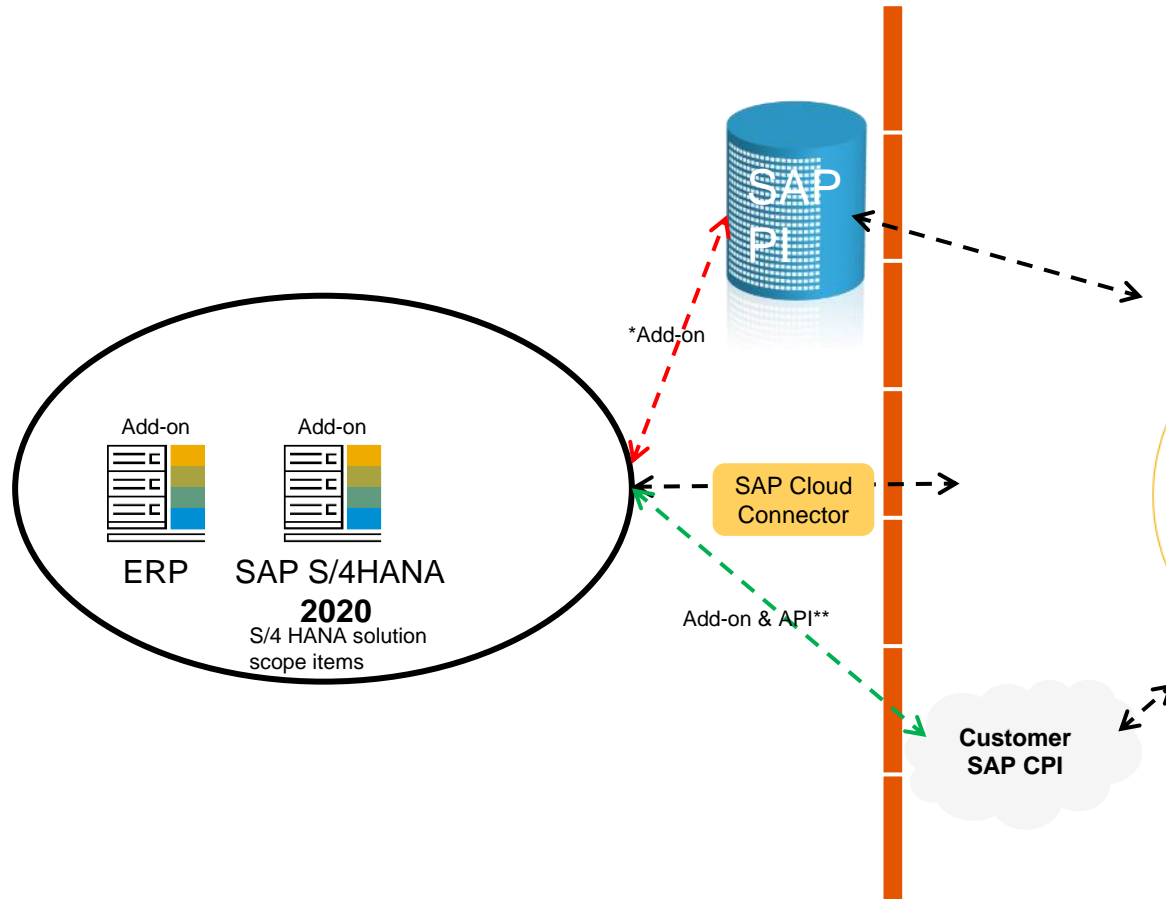


Cloud environment

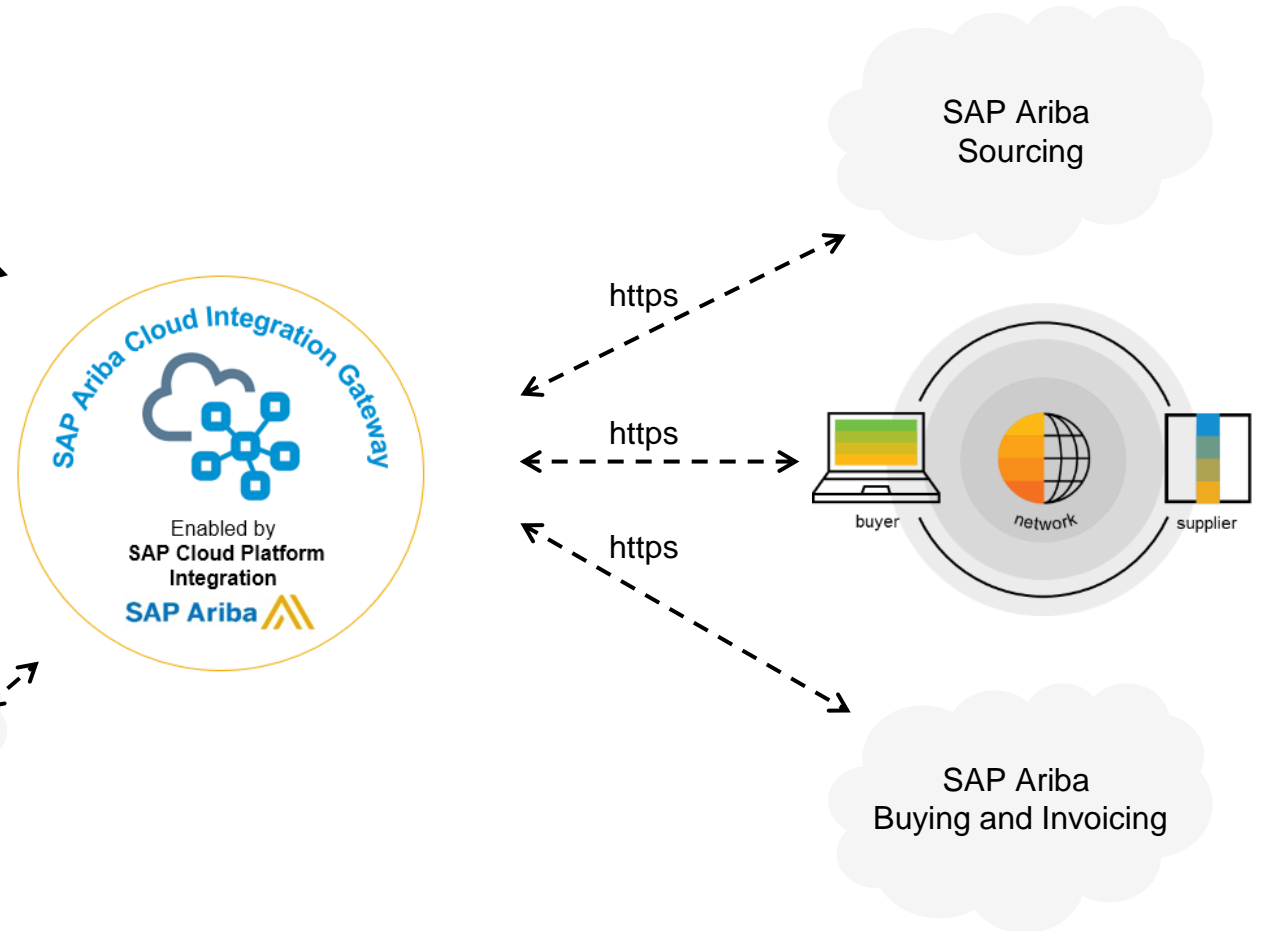


Deployment w/CIG AddOn & S/4 APIs - Coexistence

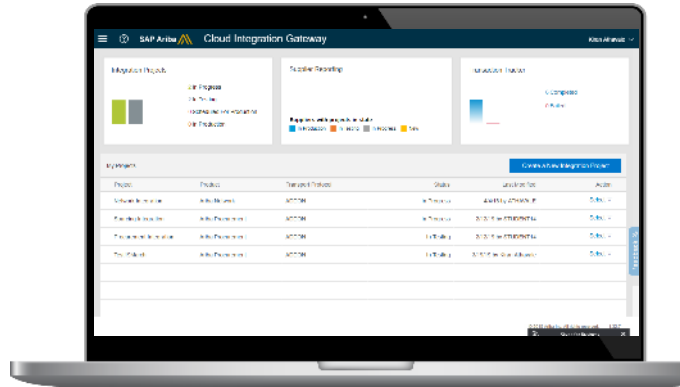
Customer environment



Cloud environment

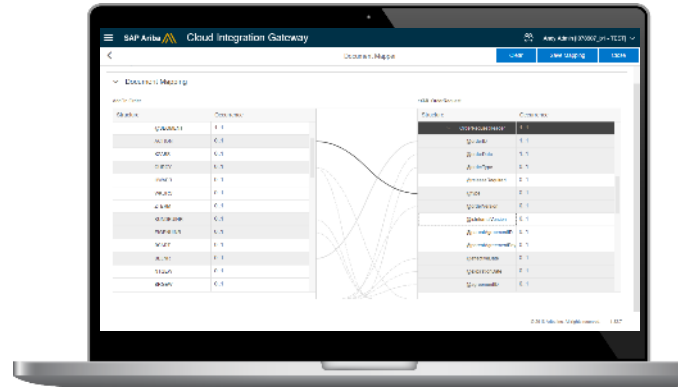


Key Capabilities : Migration Tool, Mapping Tool & Test Central



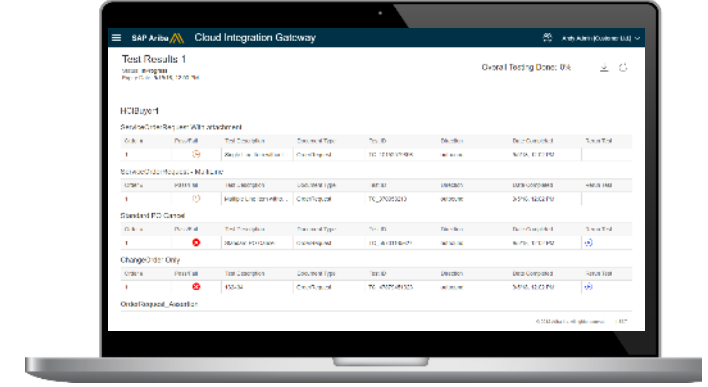
CI Migration program

- Report to migrate SAP Ariba data from the /ARBA/ database table to the new ARBCIG_ database table
- Report to migrate the configurations of designated transactions from SAP ERP to SAP Ariba Cloud Integration Gateway
- Report to migrate Business Add-in (BAI)



Mapping Tool

- Enhance standard maps to address your business process requirements
- DIY tool reduces effort and time in doing custom mappings (ex, extrinsics, substrings, concatenate)
- Version Control management
- Embedded within CIG Portal
- Test the mapping customizations via the Mapping Tool

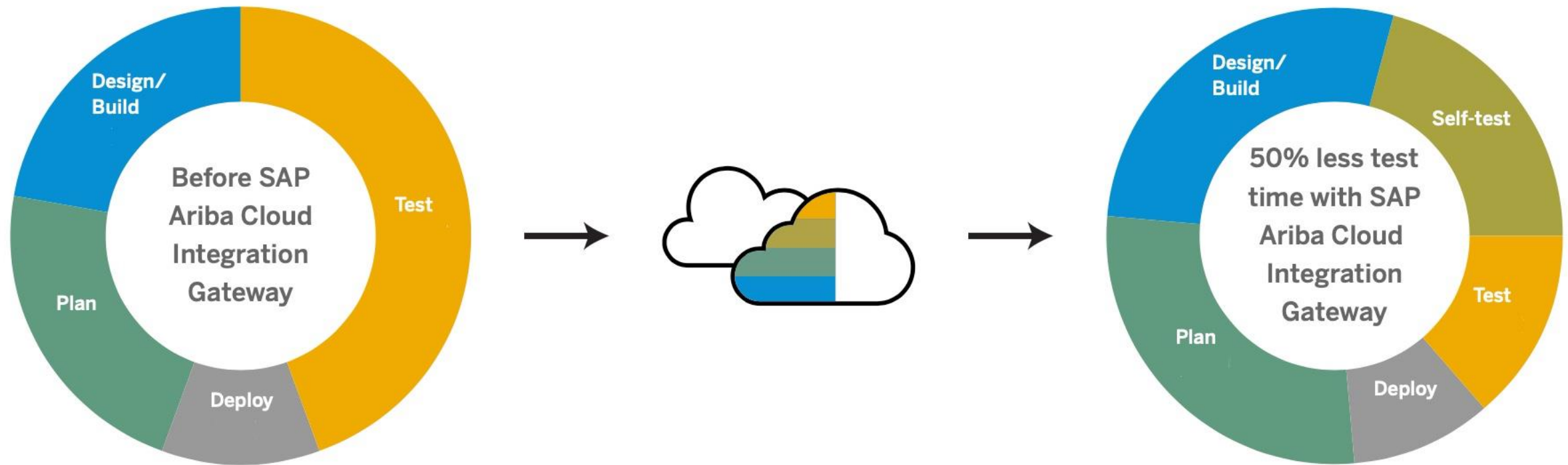


Test Central

- Built in test suite to test new functionality
- Regression testing for end to end integration between systems
- Connectivity testing
- Automated Supplier onboarding tests for faster onboarding

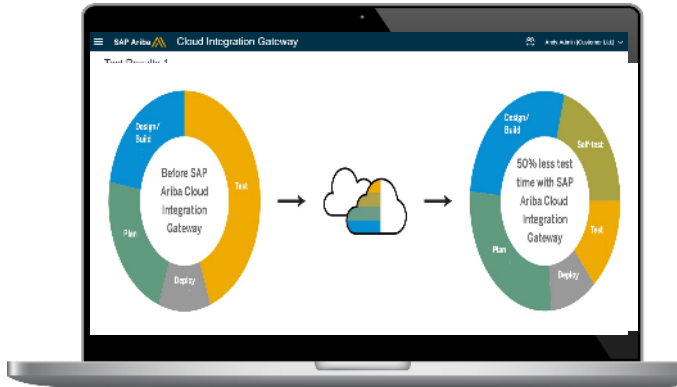
SAP Ariba CIG Test Central

Framework to run and automate End to End testing



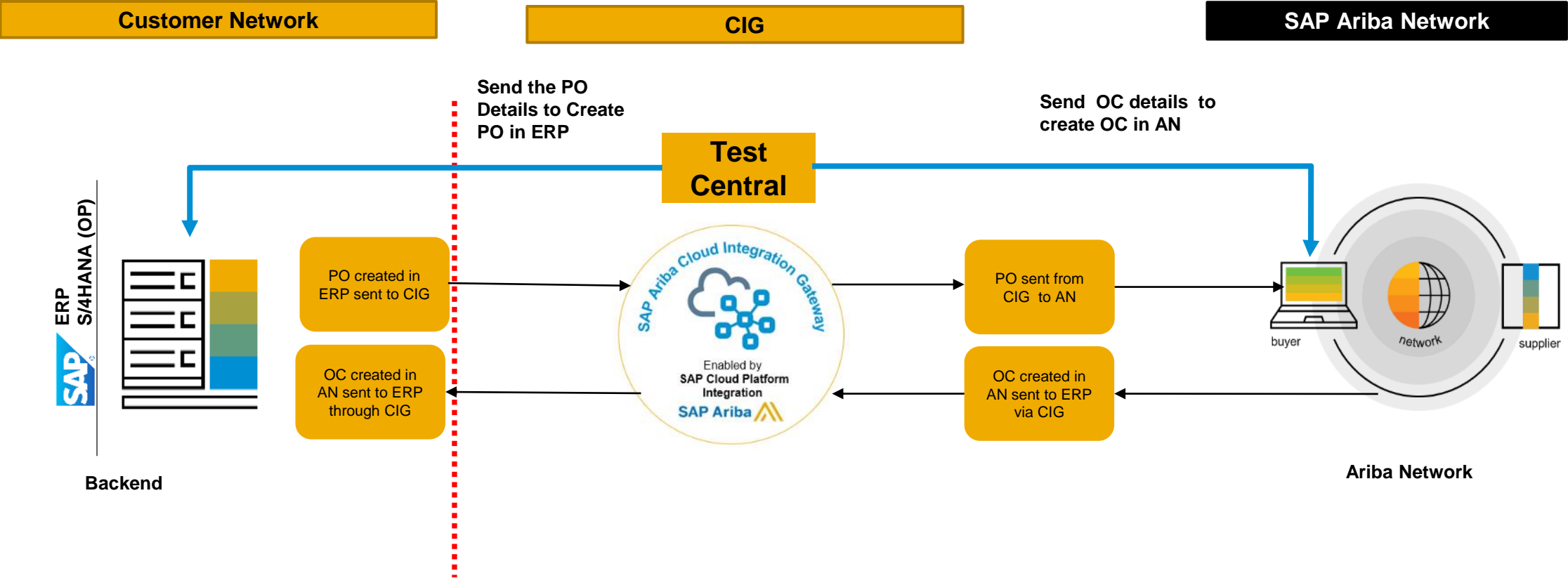
Reduced Testing timelines for faster Go-Live

SAP Ariba CIG Test Central: Capabilities



- End to End integration testing for New Integration projects for Buyers (Pre delivered test suites) – *future use case*
- Regression testing for end to end integration between systems (Buyers create Regression Test suites) – *use case for EAC*
- Buyer initiated testing with integrated suppliers (Buyers create test suite to onboard new suppliers) – *future use case*
- Intuitive User Dashboard
- Scheduler
- Comparison tool

SAP Ariba CIG Test Central (Buyer)

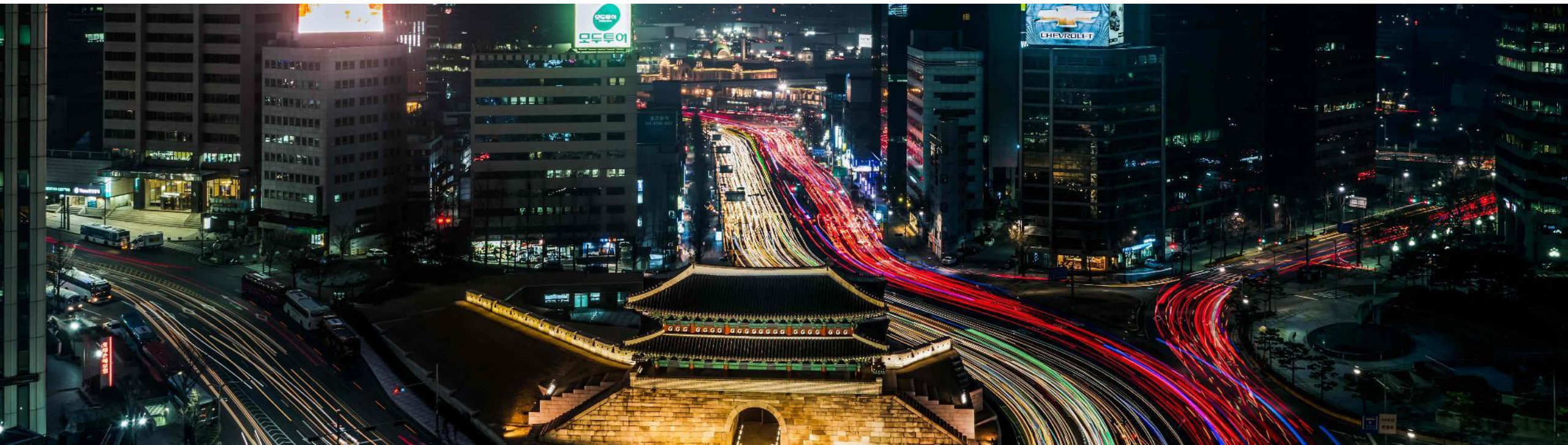


Test Central – Regression Test Suite in **Restricted EAC**

- **CIG Test Central** is currently in **RTC *restricted availability*** and customers accepted into the **Early Adopter Care** program (**EAC**) have access to this solution
- EAC duration: September – November 2021
- Criteria for EAC
 - Ariba Network Commerce Automation integration with DIRECT connectivity
 - Preferably customers with CIG AddOn with SP09 and above
- Interested customers may register via [Customer Influence](#)

Product Roadmap & Future direction

[SAP Roadmap Explorer \(CIG\)](#)



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Roadmaps subject to change without notice

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SAP Ariba Cloud Integration Gateway

Recent Features

SAP Cloud Integration Gateway (AddOn, Platform & Portal)

- CIG High Availability & Scalability Enhancements
- CIG in US Data Center
- CIG AddOn support for S/4 HANA CE EX

SAP Business Network

- Stock Transport Order Collaboration
- Multi-tier collaboration with Scheduling Agreements
- SDAddOn – Invoice Enhancements
- CIG B2B supplier integration for ANSI/X12 940 & 945 Warehouse Shipping Order & Advice

SAP Ariba Applications Buying & Invoicing, Sourcing, Contracts

- Integration to support external tax engine with Ariba Buying & Invoicing
- Unknown Account assignment integration for P2P
- Network / Activity integration for P2P

SAP Business Network (IES SAP S/4 HANA)

- Extensibility for IES scope items via CIG Mapping tool
- IES S/4 HANA Cloud and S/4 HANA 2020 Hybrid integration with co-existence of CIG AddOn and S/4 HANA APIs
- Subcontracting integration with Ariba Network
- Service procurement with Ariba Network and SAP Fieldglass

SAP Ariba Applications Buying & Invoicing, Sourcing, Contracts (IES SAP S/4 HANA)

- Integration with Central Procurement for S/4 HANA CE (3EN, 4QN, 4BO & 5JT)
- Extensibility for IES scope items via CIG Mapping tool
- IES S/4 HANA Cloud and S/4 HANA 2020 Hybrid integration with co-existence of CIG AddOn and S/4 HANA APIs
- Lean Services integration for Ariba Sourcing, Ariba Contracts

SAP Ariba Cloud Integration Gateway

Future Direction (Themes)

SAP Intelligent Enterprise (IES)

- Continue standard SAP out-of-the-box integration for IES Source-To-Pay processes (SAP S/4 HANA with Ariba Network, Ariba Guided Buying, Ariba Sourcing, Ariba Contracts and SAP Fieldglass) – 2NV, 3EN, 4BL, 4QN, 4AZ, 4BO, 42K, 5JT, 4A1 & 4R2

SAP Business Network

- Expand CIG integration for other Networks like Logistics Business Network (LBN) and Asset Intelligence Network (AIN)
- PEPPOL and xRechnung integration for Suppliers (EAC in Q3)
- Support integration for new Business Network business processes like Invoice Status Portal
- Expand CIG B2B integration to support additional standards and regional expansion

SAP Procurement

- Integration with MDCS for Master Data to support Procurement business processes like Central Invoice Management
- CIG integration with SAP Ariba Spend Analysis
- Ariba Sourcing integration with Public E-Tendering (TED)

SAP Intelligent Spend Management (SAP Fieldglass, SAP Concur)

- Expand CIG integration for SAP Fieldglass and SAP Concur

SAP CIG Core

- CIG DC in China, KSA & UAE
- CIG Mapping tool enhancements
- CIG Transaction Tracker enhancements
- Enhanced and Simplified integration

Why Move to ClG






Poll Question - 2

What integration technology do you currently use to Integrate ERP to Ariba ?




- ☐ SAP Ariba Cloud Integration Gateway (CIG)
- ☐ SAP Business Suite Add-on (BSAO)
- ☐ Ariba Cloud Integration (CI-9) or Earlier version
- ☐ ITK
- ☐ 3rd party middleware

Check all that apply

CI vs BS AddOn vs CIG and why Move

In the mind of "IT"	 CI	 BS Add On	 CIG Add On
SAP's Innovations & Strategy	SAP's Innovations & Strategy	SAP's Innovations & Strategy	SAP's Innovations & Strategy
Aligned with SAP Cloud Platform strategy	No	No	Yes – Built on SAP Integration Suite
Aligned with Intelligent Enterprise System (IES)	No	No	Yes – integral part of IES
Single Integration for On-premise & Cloud	No – supports only OP	No – supports only OP	Yes – supports S4 Cloud, SAP Field Glass
Reduced IT Costs	IT Costs	IT Costs	IT Costs
Middleware Needed– Security / Cost	Yes	No	Optional
Processing of data	SAP PI	SAP ERP	CIG Cloud
Warranties uptime of Integration	Customer driven	Customer driven	by SAP BTP, Globally
Customer Product Cost / License	Cost of SAP PI License & Hosting	H/W resources for processing	Zero
Integration Scenario Monitoring	Disconnected (Tracking needed between different systems)	Disconnected (Tracking needed between different systems)	End-to-End monitoring with SAP Solution Manager* and Focused Run*
Skillset requirement	High	High	Medium
Supported SAP Ariba Solutions	SAP Ariba Applications, Ariba Network, SCC	Ariba Network, SCC	SAP Ariba Applications, Ariba Network, SCC
Supported SAP Solutions	SAP ERP, S/4HANA 1709 (last)	SAP ERP	SAP ERP, S/4HANA 2020 (latest), S/4HANA Cloud
Flexibility of Managing customizations	Medium - SAP PI/PO based	Difficult - BADI	Easy CIG Mapping tool & AddOn BAdI
Maintenance and Support Ownership	Customer	Customer	SAP Ownership
Impact of Integration Solution Upgrade cycle	Very High	High	Low Light weight effort for OP AddOn
Out of the Box Integration	98 (per last release of CI-9 SP2)	23 (per SP21 release)	254 (per Q3 2021) 149

CI vs BS AddOn vs CIG and **why Move**

In the mind of “Business”	 CI	 BS Add On	 CIG Add On
User Experience & Adoption	User Experience & Adoption	User Experience & Adoption	User Experience & Adoption
Provides consistent User Experience & Unified Integration experience across SAP Applications	No	No	Yes across End to End Business process
Innovation release cycle	4-5 Months	4-5 Months	Quarterly Releases
Dependency on IT Out of Box integrations vs. Customizations	Very High	High	Low
End to End Transaction Monitoring	Too Technical	Multiple transactions	Via Transaction Tracker UI
Test Management	Separate	Separate	Integrated & Automated Testing Framework - Free up Business Resources
Implementation Timelines	In Months	In Months	In Weeks



= Reduced TCO + Faster ROI

Estimated SAP back-end integration TCO (comparison of selected procurement integration scenarios) - [Procurement Transformation Whitepaper](#)

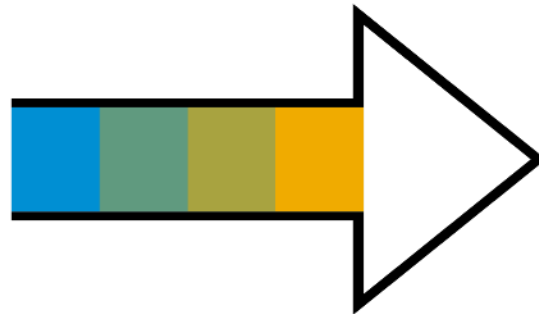
Customer Examples

Customer	Type	Benefits with CIG
Leading CPG company based in North America	<ul style="list-style-type: none"> ✓ Migrate CI to CIG ✓ align CIG migration with S/4HANA migration 	<ol style="list-style-type: none"> 1. Significantly reduced custom code that was originally implemented for CI-7 and decommissioned PI. 2. Complexity of the entire GR output solution has been significantly reduced and it will be easy to scale and maintain using CIG
A large consumer products company	<ul style="list-style-type: none"> ✓ Migration from BSAO to CIG 	<ol style="list-style-type: none"> 1. Real time integrations for transactions and flexibility of managing customization using CIG. 2. Real time monitoring in CIG transaction tracker compared to BSAO 3. Real time monitoring with Forward Error Handling(FEH) framework and notifications to the business on the failure.
Defense and Aerospace company	<ul style="list-style-type: none"> ✓ New CIG Deployment 	<ol style="list-style-type: none"> 1. Ability for customization, CIG custom mappings helped for easy deployment 2. Multiple ERP support and custom routing availability 3. Real time monitoring using CIG transaction tracker

Transition from CI9/BSAO to SAP Ariba Cloud Integration Gateway

- ❖ **End of support** for legacy integration solutions, CI9 and Business Suite Add-On (BSAO) is scheduled for **December 31, 2023**.
- ❖ Both CI9 and SAP Business Suite Add-on are on maintenance status with defect fixes only and no new innovations are planned.
- ❖ SAP Ariba provides migration strategy, migration guide and migration tools for an easy migration from CI9/BSAO to SAP Ariba Cloud Integration Gateway. Migration consulting services available.

CI9 & SAP
Business Suite
add-on



SAP Ariba Cloud
Integration Gateway

Plan your migration Now !!

Key Take Aways

1

CIG is the Source-to-pay integration solution delivering cloud based integration solution enabling SAP Intelligent Enterprise promise; CIG delivers 250+ standard integrations and IES scenarios reducing TCO of integration

2

Understand the value in adopting standard cloud integration solution for variety (on-premise, cloud, hybrid) of back-end integrations for both Buyers and Suppliers. If you are in CI-9/BSAO/ITK, plan your CIG Migration Now !

3

Take advantage of the all the resources – product collateral, documentation, training, community to join the cloud integration journey to reduce costs and improve your time to market

Learn, Network & Succeed



Join the SAP Ariba Cloud Integration Gateway [community](#) of subject matter experts and users to stay up-to-date with the latest announcements and features



Enroll in e-learning and virtual training courses via [SAP Learning Hub](#) (course code AR822e) and [SAP Training Shop](#) (course code AR822)



Visit the [website](#) to learn more

SAP Ariba Cloud Integration Gateway

Welcome to SAP Ariba Cloud Integration Gateway (CIG) community! Join us to access expert content and stay up-to-date with the latest announcements and features. Ask our experts a question, engage with other community members, and follow latest blogs.

Featured Content



SAP Ariba Cloud Integration Gateway At-A-Glance

SAP Ariba Cloud Integration Gateway, enabled by the SAP Cloud Platform Integration service, transforms the integration process by making it simple to connect your trading partners, SAP Ariba applications, and backend systems such as SAP ERP and SAP S/4HANA* for touch-less, end-to-end transactions.

[Watch Video \(3 Minutes\)](#)



SAP Ariba Cloud Integration Gateway : State of the Union

Out of Box Standard Integrations helping SAP Ariba Customers to start transacting between SAP ERP and SAP Ariba solutions in fraction of traditional integration timeline

[State of the Union](#)



SAP Ariba CIG Road Map for Buyers and Suppliers

Describes the new features for SAP Ariba Cloud Integration Gateway release.

[View the road map](#)



Announcements

Follow all the latest happenings with Ariba Cloud Integration Gateway

[CIG January 2020 Monthly Release Deployed on 30th January 2020](#)

[CIG AddOn Quarterly Q4 Released on 13th Dec. 2019](#)

Expert Content

SAP Ariba CIG Mapping Tool

Mapping tool enables CIG customers to customize standard mappings to meet specific business needs

[Mapping Tool](#)

SAP Ariba CIG Co-Existence

Business use case and configuration to run both CIG and Business Suite AddOn Together (Co-existence) for SAP Ariba Integration with SAP ERP / S4 HANA helping customers to manage migration to CIG in a phased approach

[CIG Co-Existence](#)

Thank you

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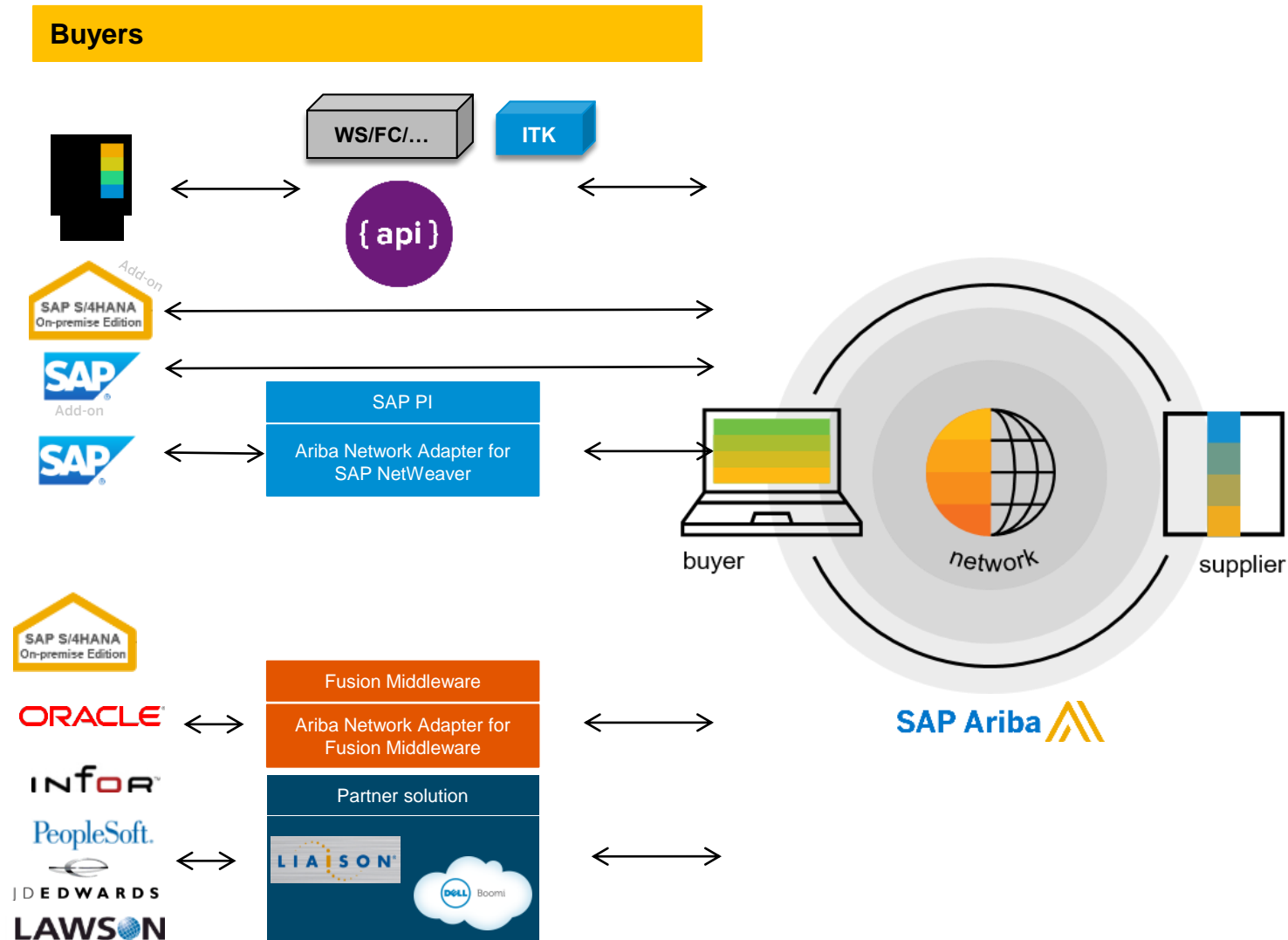
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Earlier...Integration options for Buyers



Drawbacks

- Too many different integration options depending upon products
- Specific skillset needed to integrate to Ariba
- Long implementation cycles
- Frequent integration update based on releases
- High cost to implement and maintain
- Different security and monitoring
- Inconsistent transport protocols and file formats
- Limited to none supplier integration options beside cXML

SAP Ariba Cloud Integration Gateway Value Proposition

SAP Ariba Cloud Integration Gateway enabled by **SAP Integration Suite**, gives you a fast, simple way to connect your SAP Procurement solutions, back-end systems, and trading partners with three design principles



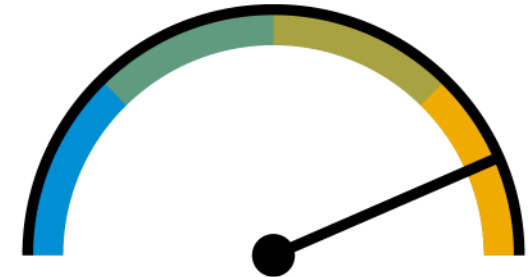
Simple

3 Simple steps to Integrate -
Configure, Extend, and Test



Self-Service

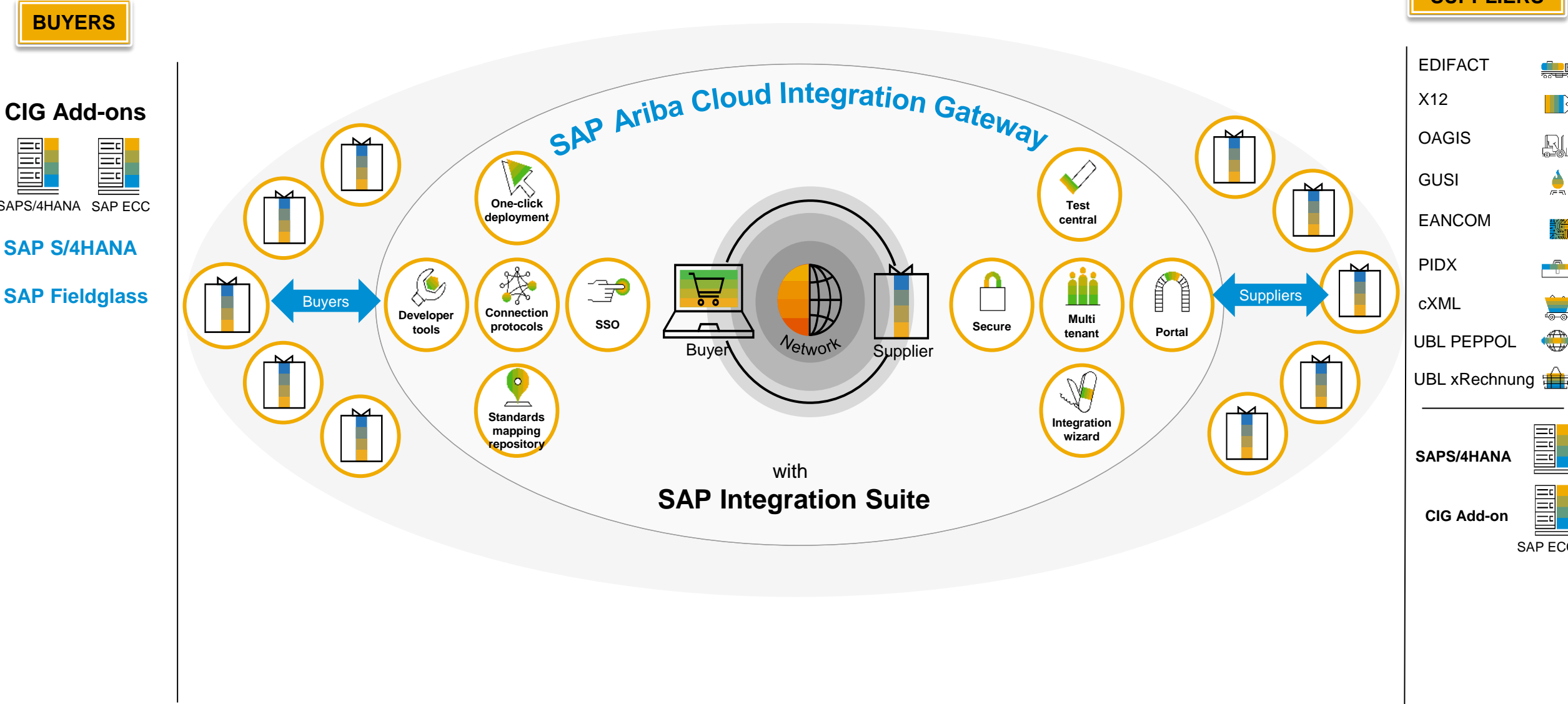
Self Service Wizard to manage the
integration process using wizard based
step by step guidance



Speed

Shorter deployment times with
Automated Testing and Embedded
Monitoring,

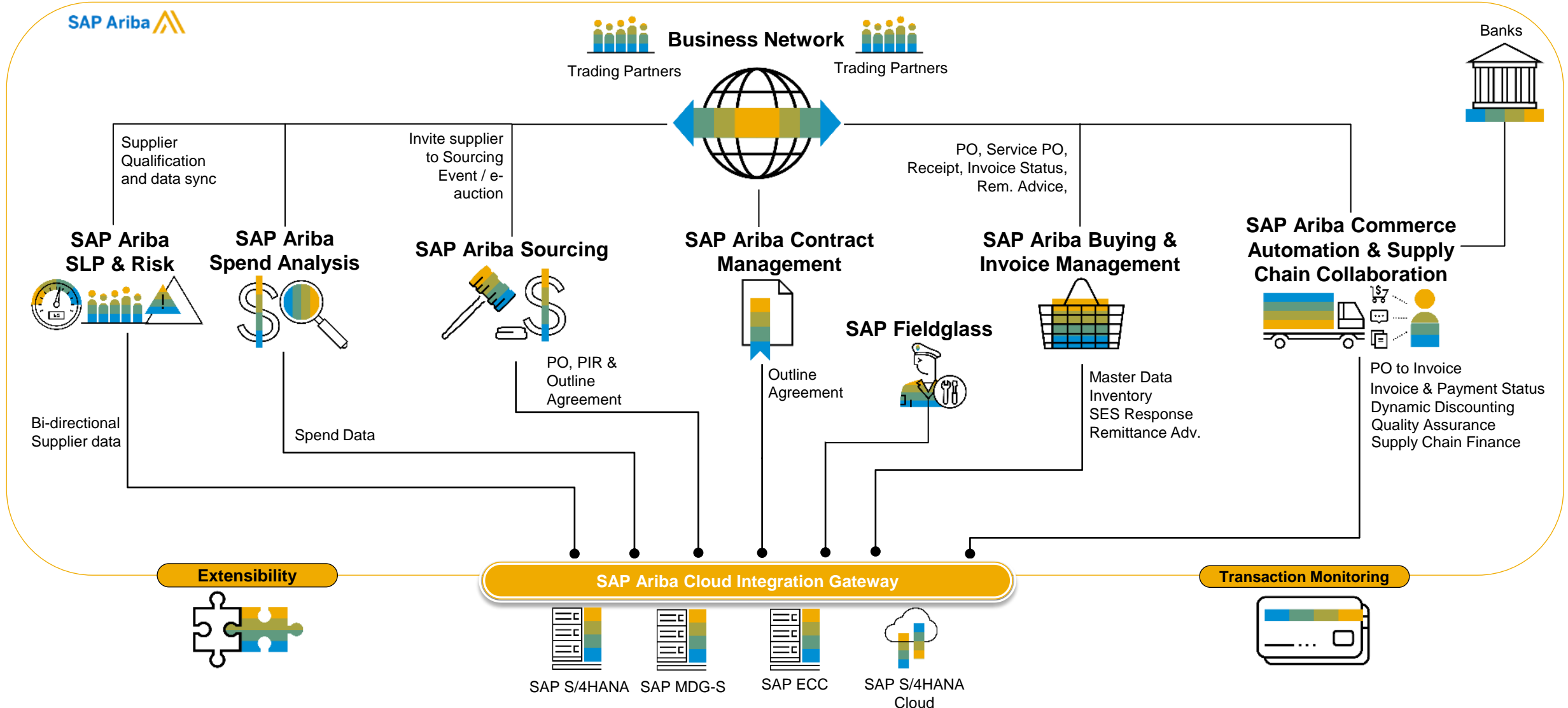
SAP Ariba Cloud Integration Gateway Overview



IES Integration scenarios supported by SAP Ariba Cloud Integration Gateway

Scope Item	Applicable Solutions
Automation of Source-to-Pay with Ariba Network (42K)	S/4 HANA, Ariba Network
Subcontracting with Ariba Network (5I2)	S/4 HANA, Ariba Network
Contract Management with Ariba Contracts (4AZ)	S/4 HANA, Ariba Contracts
Sourcing with Ariba Sourcing (4BL)	S/4 HANA, Ariba Sourcing
Automation of Order to Invoice with Ariba Network (4A1)	S/4 HANA (Supplier), Ariba Network
Guided Buying Capability with Ariba Buying (2NV)	S/4 HANA, Ariba Guided Buying
Contract for Central Procurement with SAP Ariba Contracts (4B0)	S/4 HANA Central Procurement, Ariba Contracts
Central Procurement with Ariba Sourcing (4QN)	S/4 HANA Central Procurement, Ariba Sourcing
Guided Buying for Central Procurement with Ariba Buying (3EN)	S/4 HANA Central Procurement, Guided Buying
Service Procurement with Ariba Network and SAP Field Glass (4R2)	S/4 HANA, Ariba Network, Fieldglass
Automation of Central Procurement Quotes with Ariba Network (5JT)	S/4 HANA Central Procurement, Ariba Network

CIG Integration for Source To Pay - End to End



CIG Adoption Metrics

OOTB Integration Touchpoints



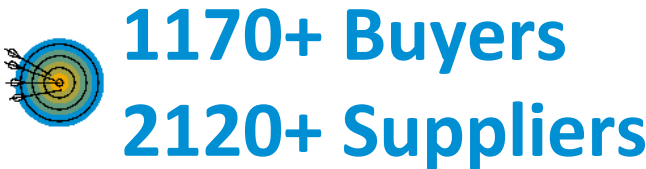
Out-of-box between SAP ERP, S/4HANA,
SAP Ariba Solutions and Suppliers
(as of Q3/2021)

Buyers Transacting in Production



Transacting in production on CIG

Trading Partners in TEST Phase



New nodes and migration with various SAP
Ariba solutions and SAP systems

Processed Transactions



transactions processed on Buy & Sell side
(200+ Mil in 2020, 460+ Mil in 2021)

Suppliers Transacting in Production



Across 8 data formats. 50% reduction in
integration time.

Globally Trained Resources

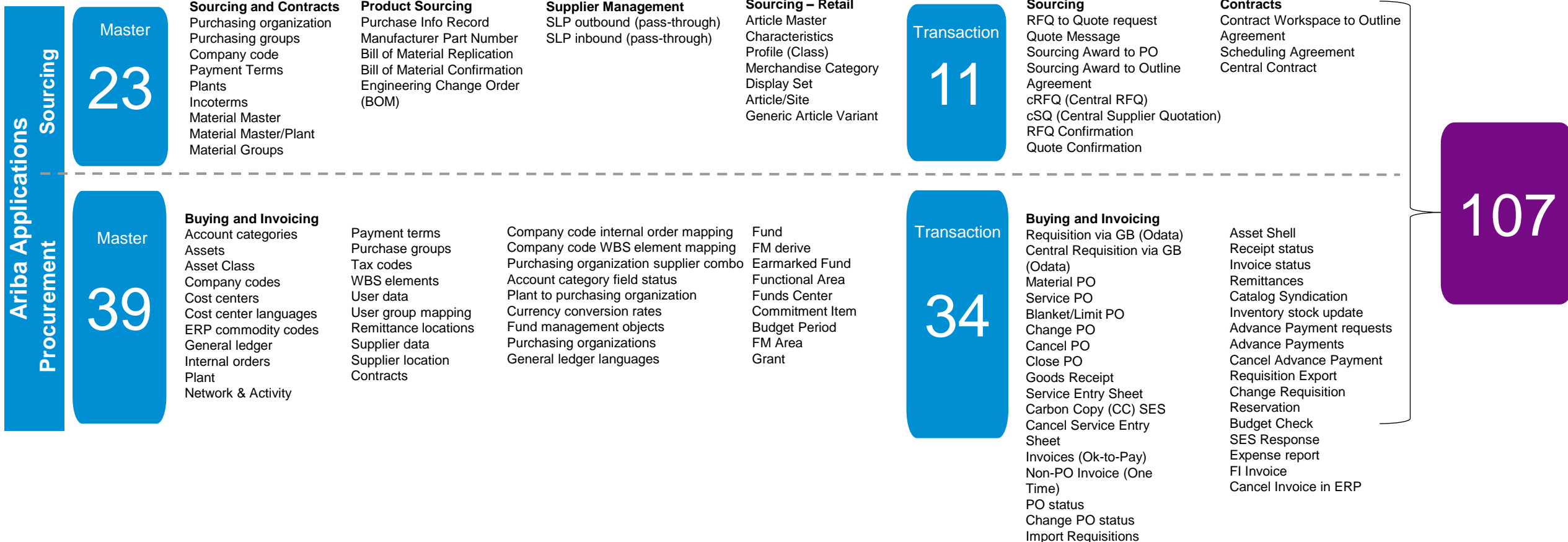


Trained resources across 5 global regions. And
10+ CIG ready partners

Standard integrations – 254 (Q3 2021)

163 SAP ERP and SAP S/4HANA

91 Standard Formats – Network Sell side



Standard integrations – 254 (Q3 2021)

163 SAP ERP and SAP S/4HANA

91 Standard Formats – Network Sell side

Business Network

Buy side

56

Commerce Automation

Standard Material PO
Service PO
Change PO
Cancel PO
Batch Managed PO
Order Enquiry request
Order Confirmation
Inbound Ship Notice
Outbound ASN
Outbound Payment
Remittance
Inbound Remittance
Advice
Remittance Cancellation
Inbound Receipt
Outbound Receipt
Service Entry Sheet
Carbon Copy (CC) SES
Service Entry Status
update
Cancel Service Entry
Sheet
Invoice (incl. Credit
Memo)
FI Invoice (incl. Credit
Memo)
Consignment Invoice
Invoice status
Carbon copy (CC)
invoice
Quote request
cRFQ (Central RFQ)
Quote message
cSQ (Central Supplier
Quotation)

Payment batch file

Payment Receipt

Discounting

Inbound Payment proposal
Outbound Payment proposal

Supply Chain Collaboration

Subcontract PO
Stock Transport Order (STO)
Multi-Tier Subcontract PO
Multi-Tier SA / SAR
Consignment PO
Component consumption
Transfer movement (Product
Activity)
Order Confirmation Approval
Outbound Replenishment
Delivery
Inbound Replenishment
Delivery

Forecast and SMI

Scheduling Agreement
Forecast Demand (Product
Activity)
Inventory Levels (Product
Activity)
Product Replenishment
Replenishment Order for SMI

Quality Management

Quality Notification
Quality Inspection Request
Quality Inspection Result
Quality Inspection Decision
Quality Certificate
QN Code (standard and
custom)

Service Procurement with Ariba Network and SAP Fieldglass (4R2)

Statement of Work (SOW)
Statement of Work (SOW)
Revision
Timesheet
Invoice

Sell side

91

X12 v4010

810, 820,
204
214
824 (In & Out)
830 (Forecast)
830 (Commit)
832
842 (In & Out)
846 (In & Out)
850, 855, 856,
860
861
862
863 (In & Out)
864
866
866 (MO/PO)
940
945
997 (In & Out)

EDIFACT D01B

ORDERS
ORDCHG
DESADV
INVOIC

GS1 EANCOM 97

ORDERS
ORDCHG
DESADV
INVOIC
REMADV

GS1 GUSI

Multi Shipment Order
Dispatch Advice
Replenishment Proposal
Replenishment Request
Product Forecast
Goods Requirement
Receipt Advice
Consumption Report
Inventory Activity or
Inventory Status

SAP ERP & S4 HANA Cloud

Sales Order
Outbound
Delivery
Goods Issue
(PGI)
Billing Document

EDIFACT D96A

ORDERS
ORDCHG
ORDRSP
INVOIC
DESADV
CONTRL
RECADV
INVRPT
REMADV
DELFOR
DELJIT
APERAK
IFTMIN
IFTSTA

GS1 EANCOM 2002

ORDERS
ORDRSP
ORDCHG
INVOIC
DESADV
REMADV

OAGIS v9.2

Process Purchase Order (PO)
Acknowledge Purchase Order
Notify Shipment
Process Receive Delivery
Notify Planning Schedule
Notify Inventory Consumption
Notify Production Order
Notify Inventory Balance
Confirm BOD

PiDX v1.61

Order Request
Order Change
Order Response
Invoice
Invoice Response
Receipt
Receipt Acknowledgement
Exception
Invoice Response SESR
Advanced Ship Notice

147

What do customers have to say?

“Our first integration project with SAP Ariba Cloud Integration Gateway (CIG) was a gamechanger. When we implemented SAP Ariba Snap Buying & Invoicing, together with SAP S/4HANA, **we reduced the integration hours and cost by at least 50%.** Our customer went live on time and on budget, meeting every deadline along the way.” -

--- Global Hospitality Chain

“SAP Ariba Cloud Integration Gateway exceeded our expectations and has been an integral part of our success. We found nearly **immediate return on investment due to the shortened timeline of our business migration.**”

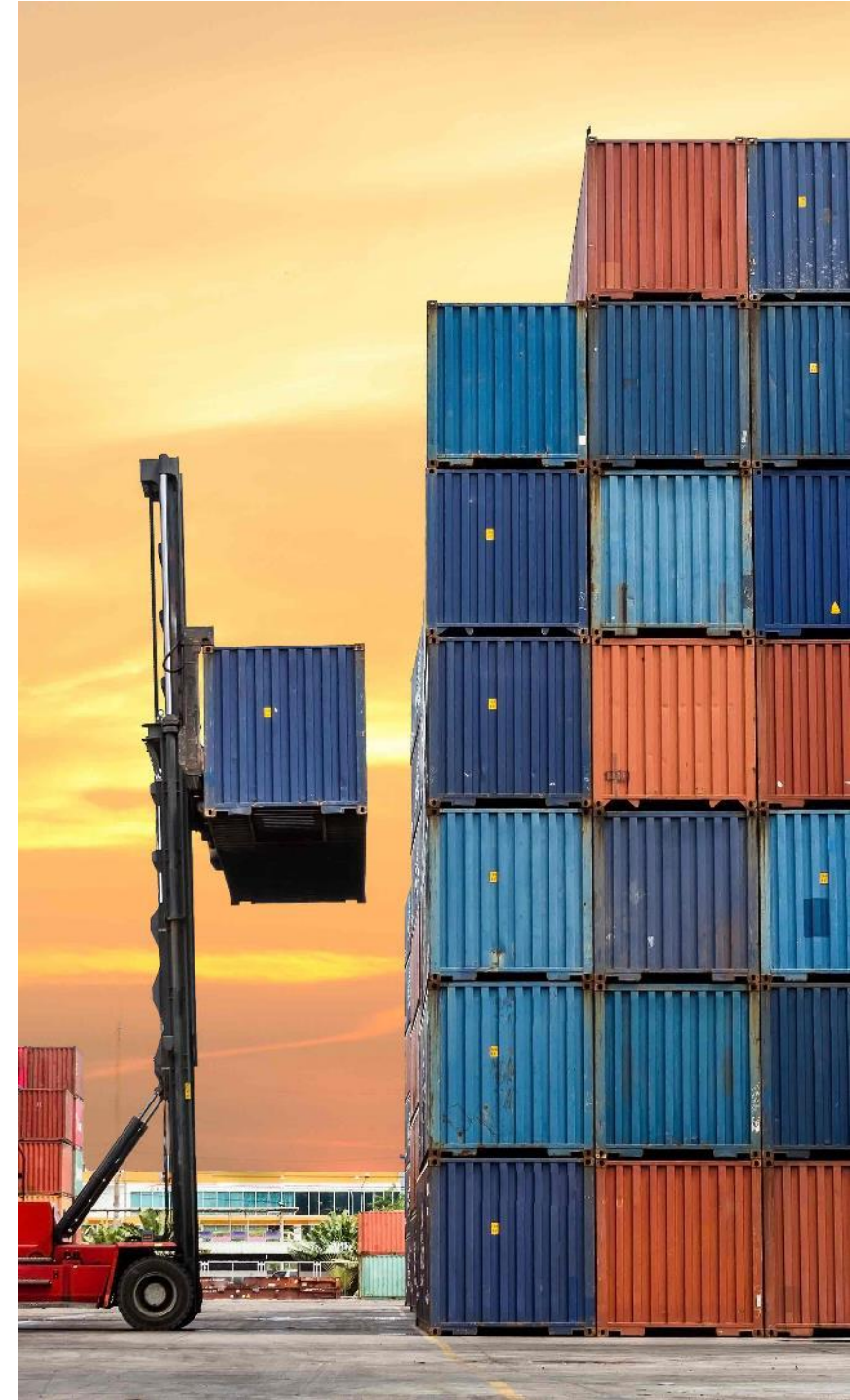
---- Arnaud Collonnier, eBusiness Solutions Manager, **RAJA** GROUP

“When we were considering alternative integration solutions, we realized we would have re-do everything that SAP Ariba Cloud Integration Gateway (CIG) already provides out of the box. It became obvious that CIG is the better choice to allow **effort-saving not just during the initial implementation, but over time and at no additional cost.** I’ve received numerous emails from **extremely happy users** expressing how it’s an easy and intuitive system that requires no training.”

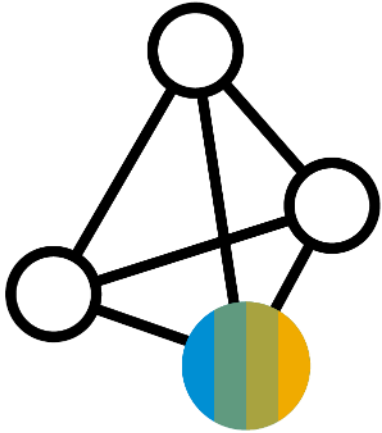
--- Health Sciences customer



THE BEST RUN

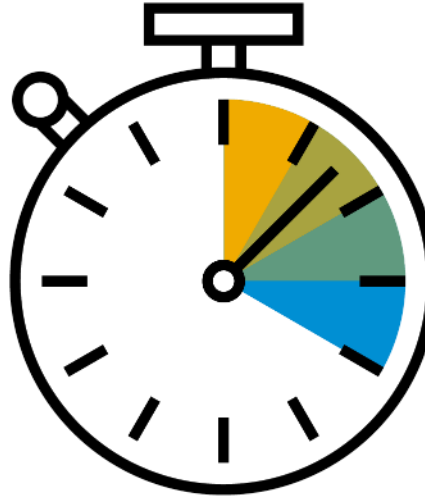


SAP Ariba Cloud Integration Gateway - Value and Benefits Summary



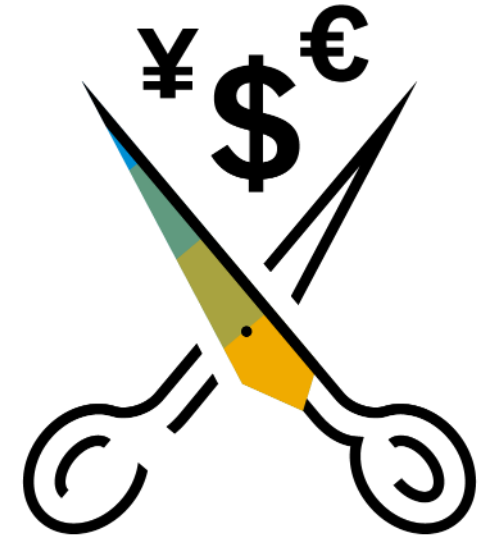
Ease of use

- ✓ Wizard based configuration
- ✓ Faster Deployment
- ✓ Masks middleware tools



Time to value

- ✓ Purpose-built “solution”
- ✓ Standards based & standardized
- ✓ Increases value of applications & business network



Reduced TCO

- ✓ SAP managed cloud service
- ✓ Included (\$0) for Procurement
- ✓ Built-in security, monitoring etc.

Poll Question -1

Have you deployed CIG or planning to deploy in the future ?

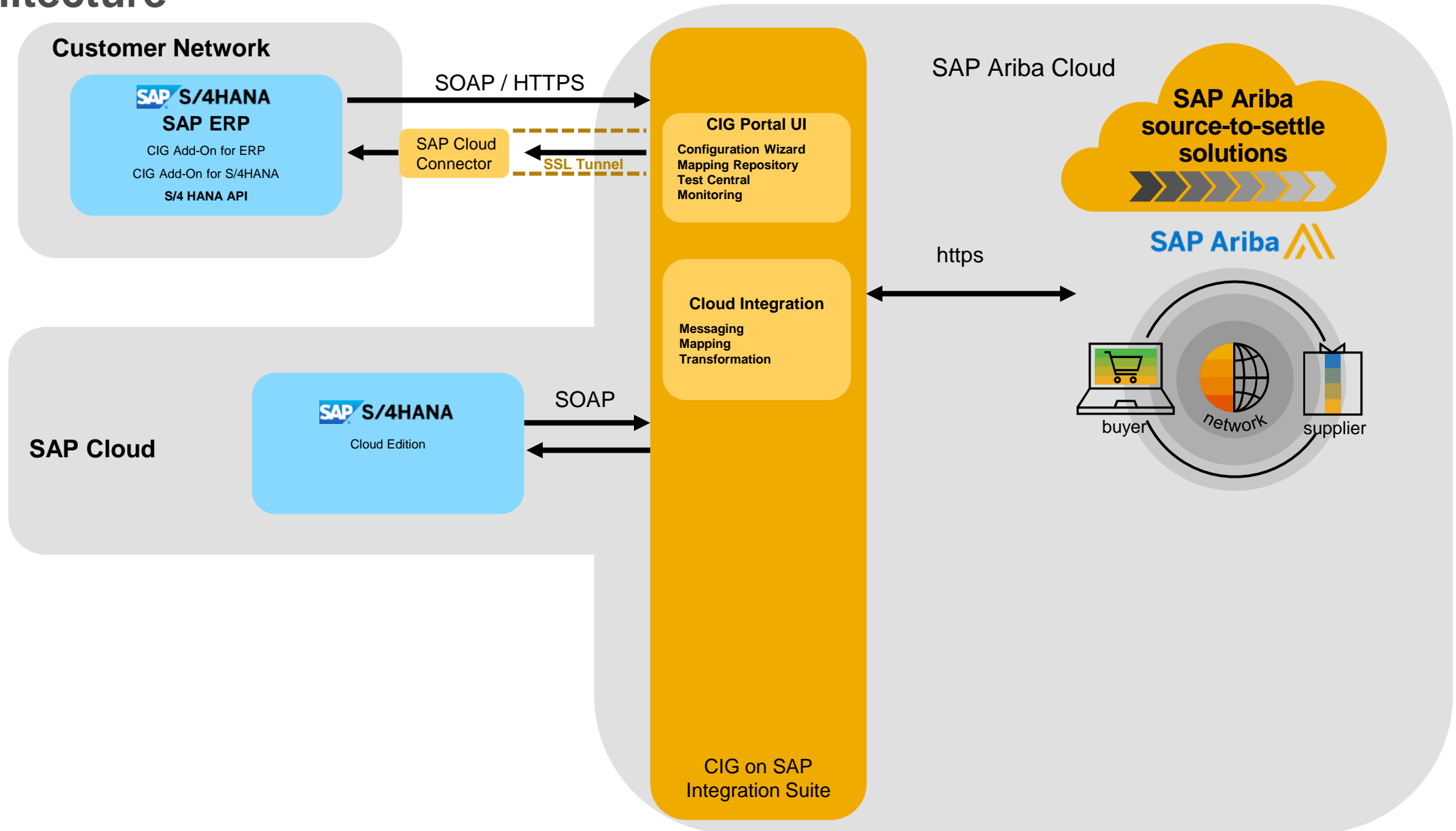
- Currently Live
- Currently Deploying
- Plan to Deploy in Q1/2022
- Plan to Deploy in 2022
- No Current plans

CI/CD Core Capabilities

- Architecture
- Deployment Options
- Key Capabilities
 - Migration Tool
 - Mapping Tool
 - Test Central



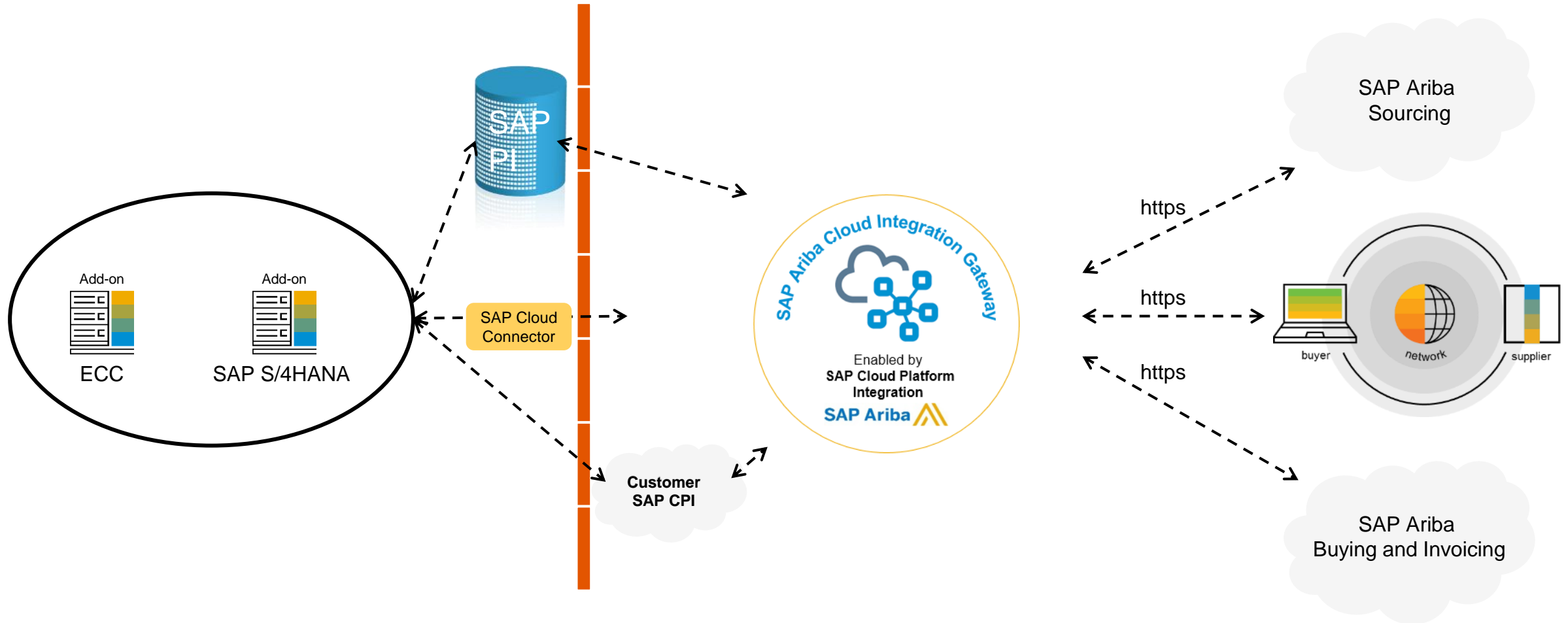
Architecture



Deployment w/CIG AddOn - Direct/Mediated with SAP PI/PO or CPI

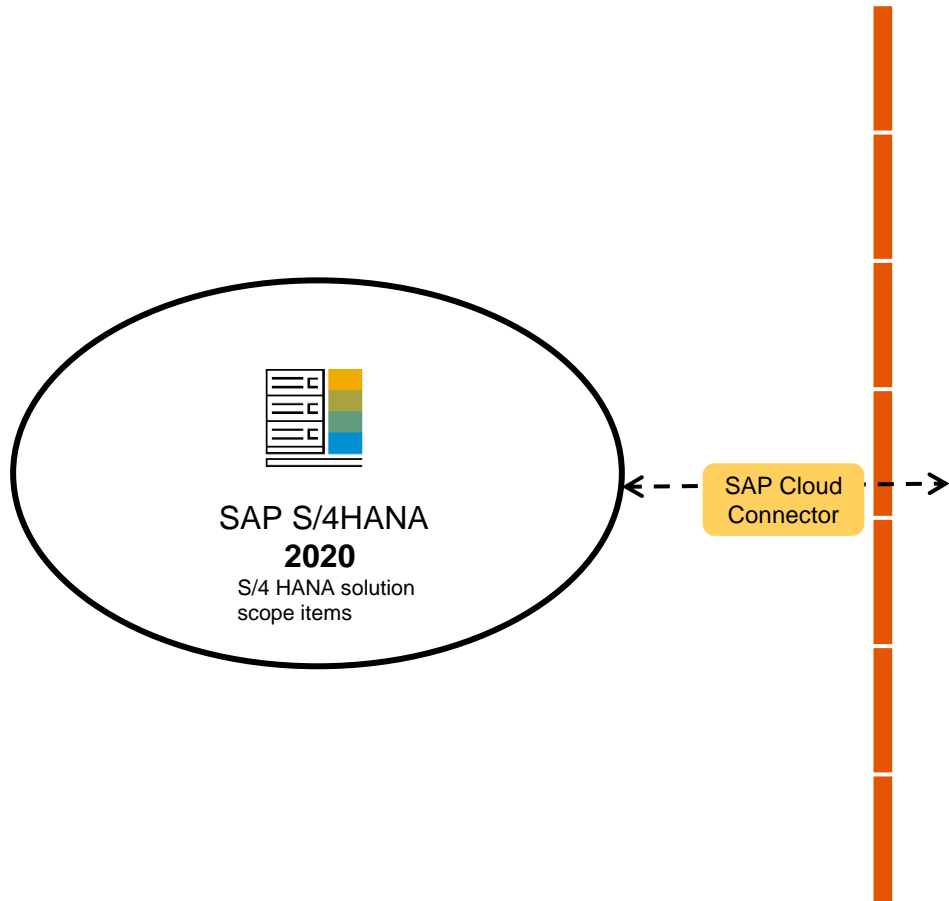
Customer environment

Cloud environment

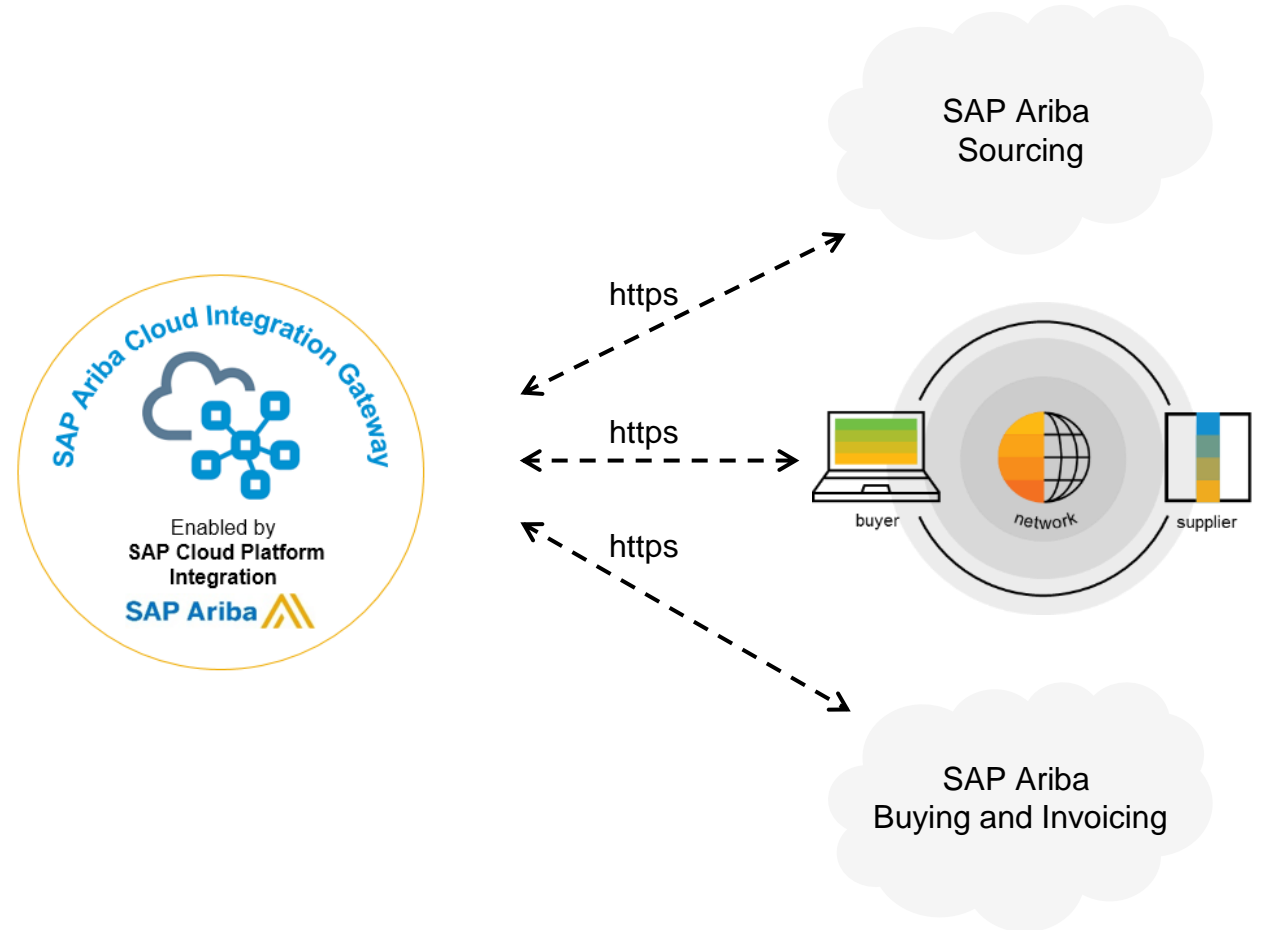


Deployment w/o ClG AddOn - Integration via S/4 APIs

Customer environment

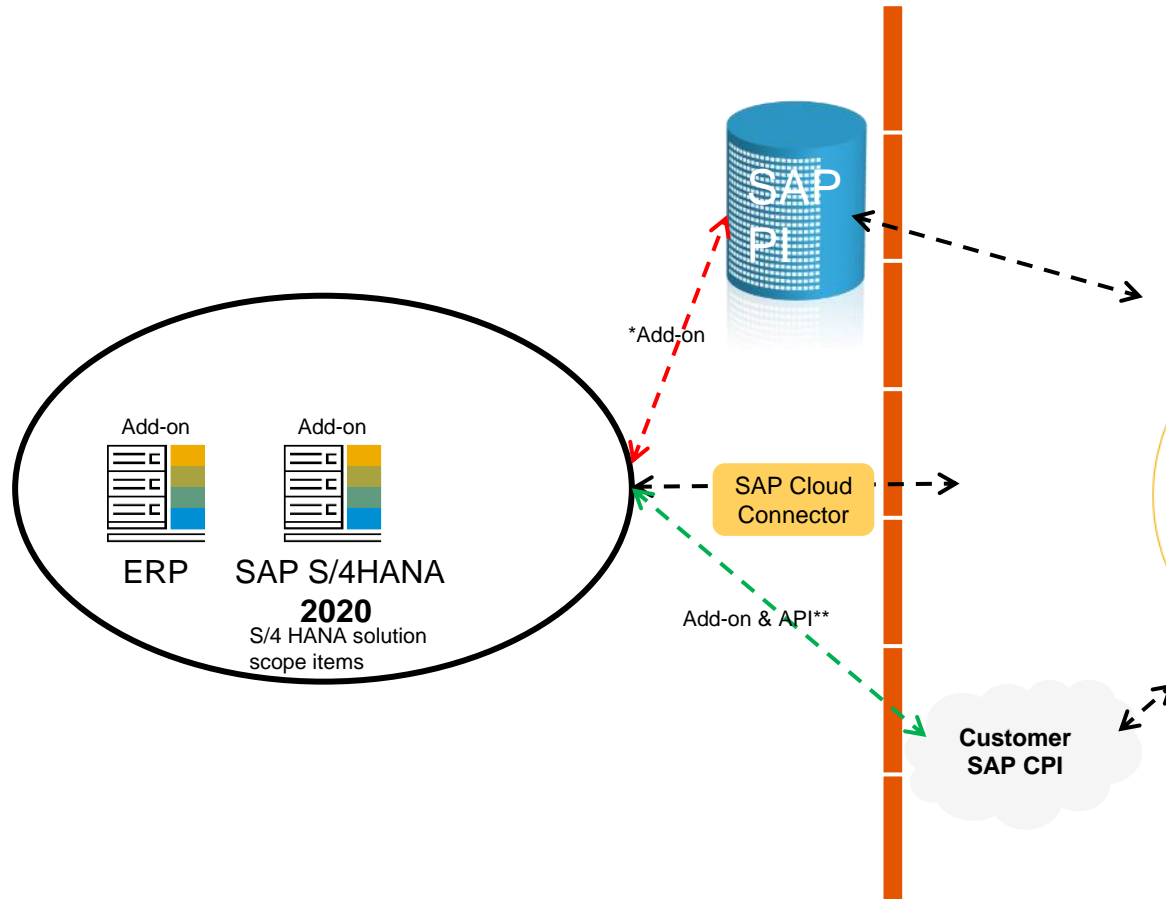


Cloud environment

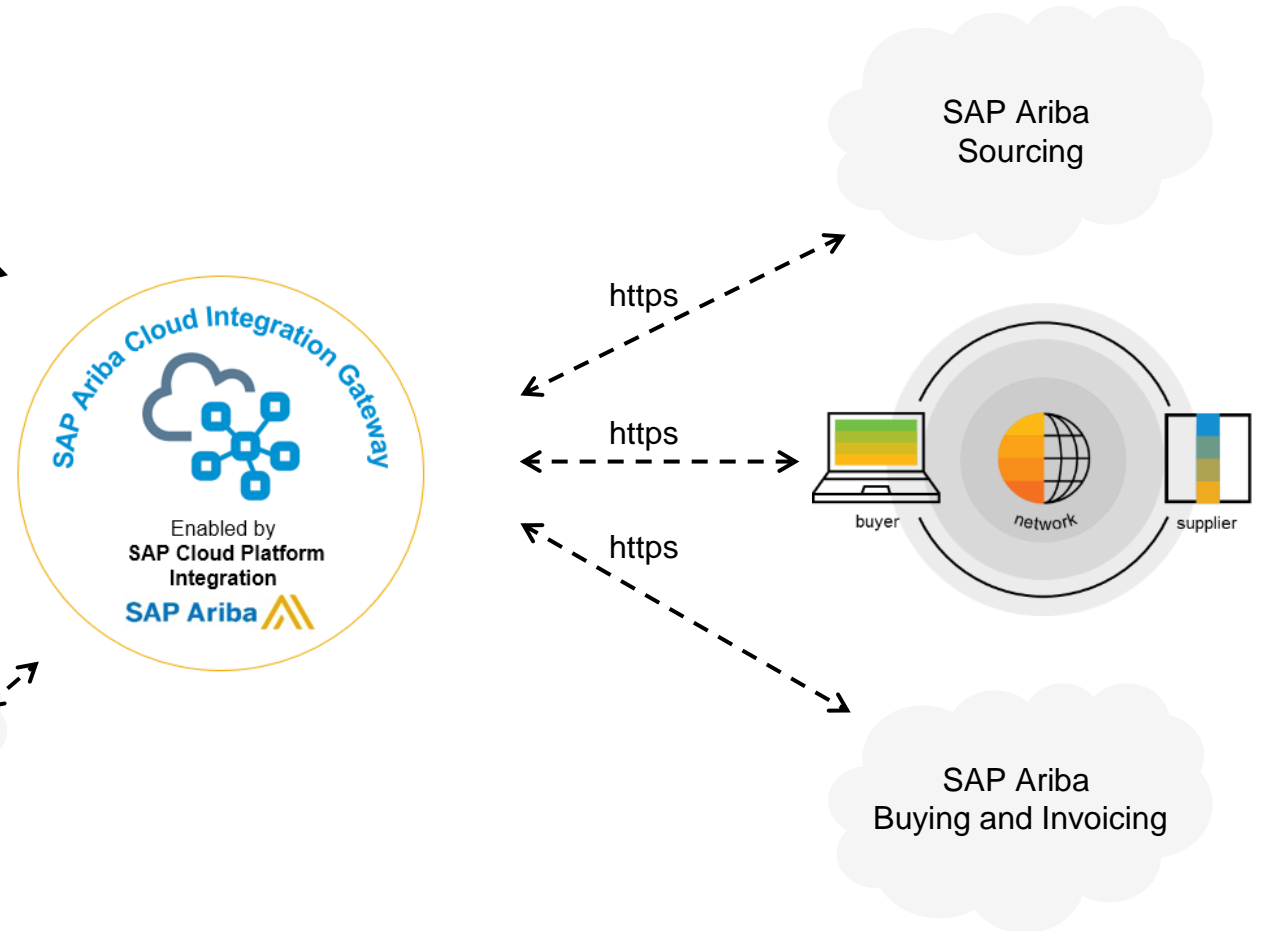


Deployment w/CIG AddOn & S/4 APIs - Coexistence

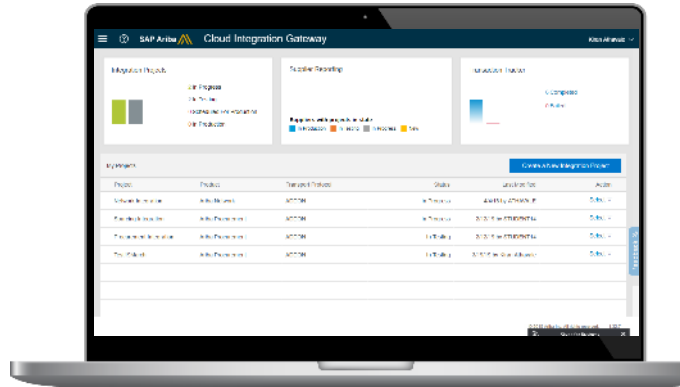
Customer environment



Cloud environment

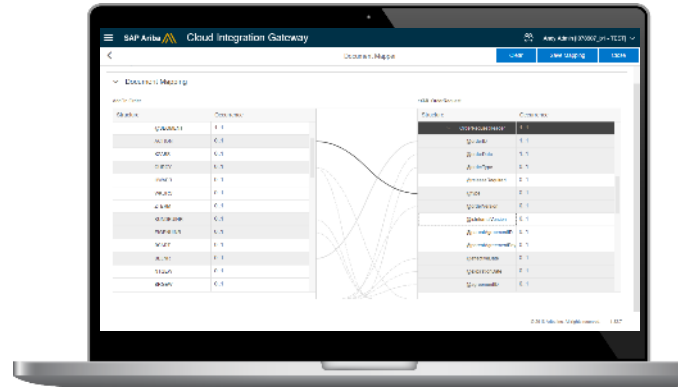


Key Capabilities : Migration Tool, Mapping Tool & Test Central



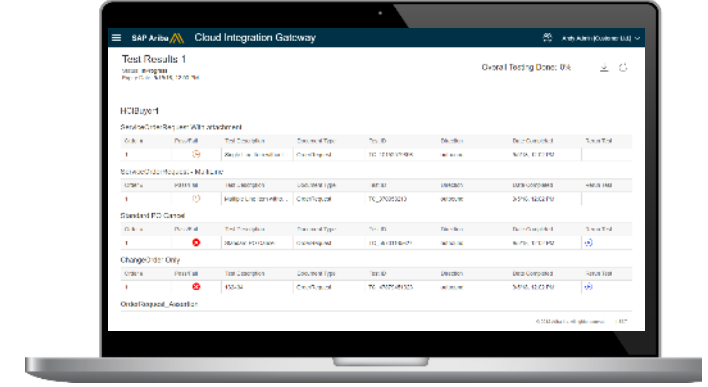
CI Migration program

- Report to migrate SAP Ariba data from the /ARBA/ database table to the new ARBCIG_ database table
- Report to migrate the configurations of designated transactions from SAP ERP to SAP Ariba Cloud Integration Gateway
- Report to migrate Business Add-in (BAI)



Mapping Tool

- Enhance standard maps to address your business process requirements
- DIY tool reduces effort and time in doing custom mappings (ex, extrinsics, substrings, concatenate)
- Version Control management
- Embedded within CIG Portal
- Test the mapping customizations via the Mapping Tool

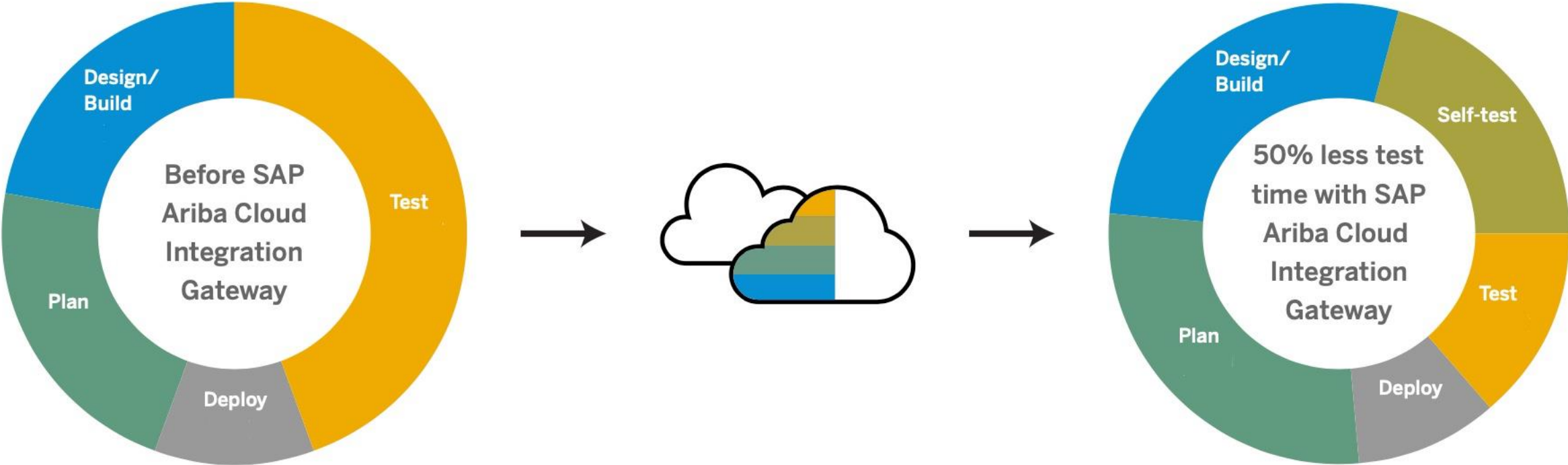


Test Central

- Built in test suite to test new functionality
- Regression testing for end to end integration between systems
- Connectivity testing
- Automated Supplier onboarding tests for faster onboarding

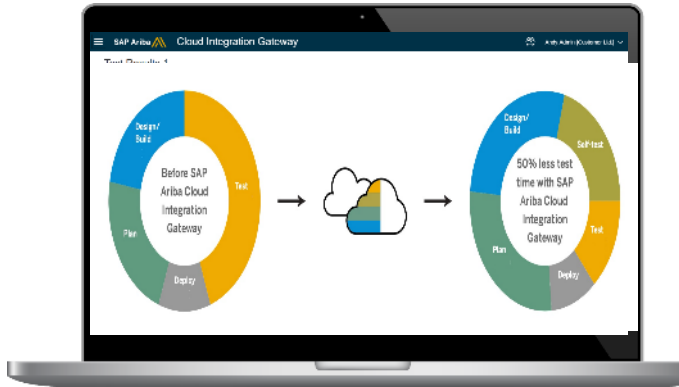
SAP Ariba CIG Test Central

Framework to run and automate End to End testing



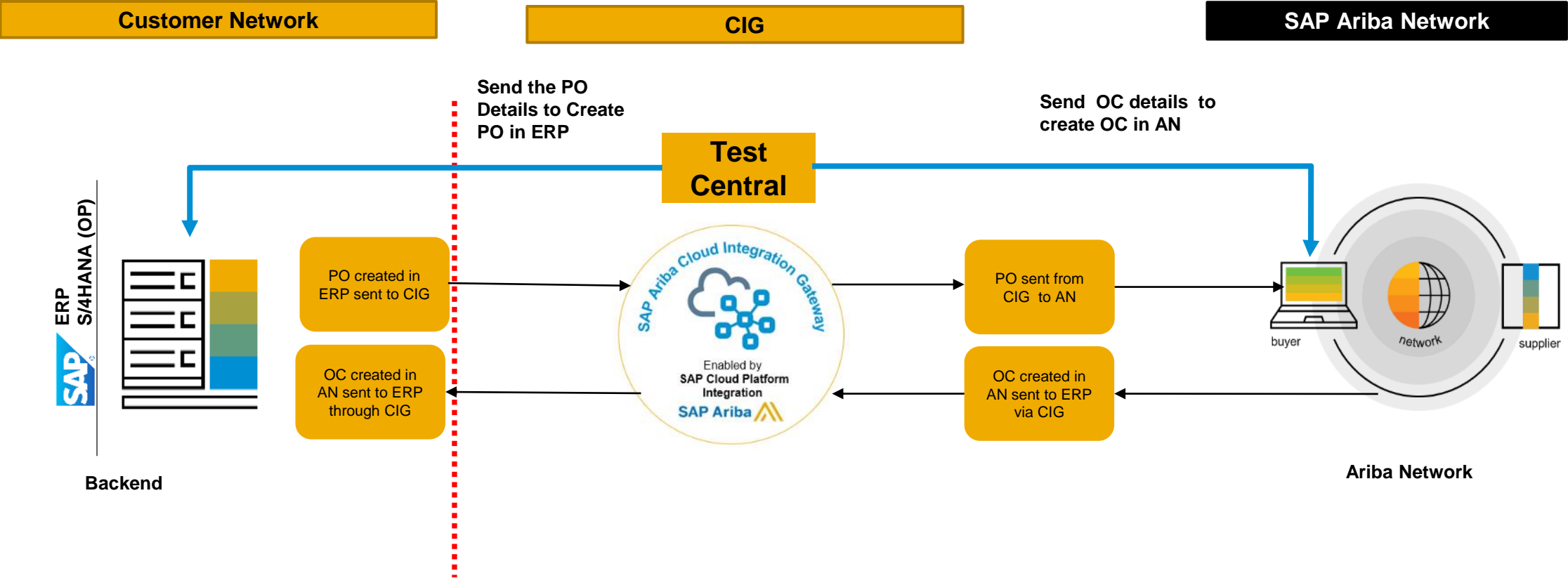
Reduced Testing timelines for faster Go-Live

SAP Ariba CIG Test Central: Capabilities



- End to End integration testing for New Integration projects for Buyers (Pre delivered test suites) – *future use case*
- Regression testing for end to end integration between systems (Buyers create Regression Test suites) – *use case for EAC*
- Buyer initiated testing with integrated suppliers (Buyers create test suite to onboard new suppliers) – *future use case*
- Intuitive User Dashboard
- Scheduler
- Comparison tool

SAP Ariba CIG Test Central (Buyer)

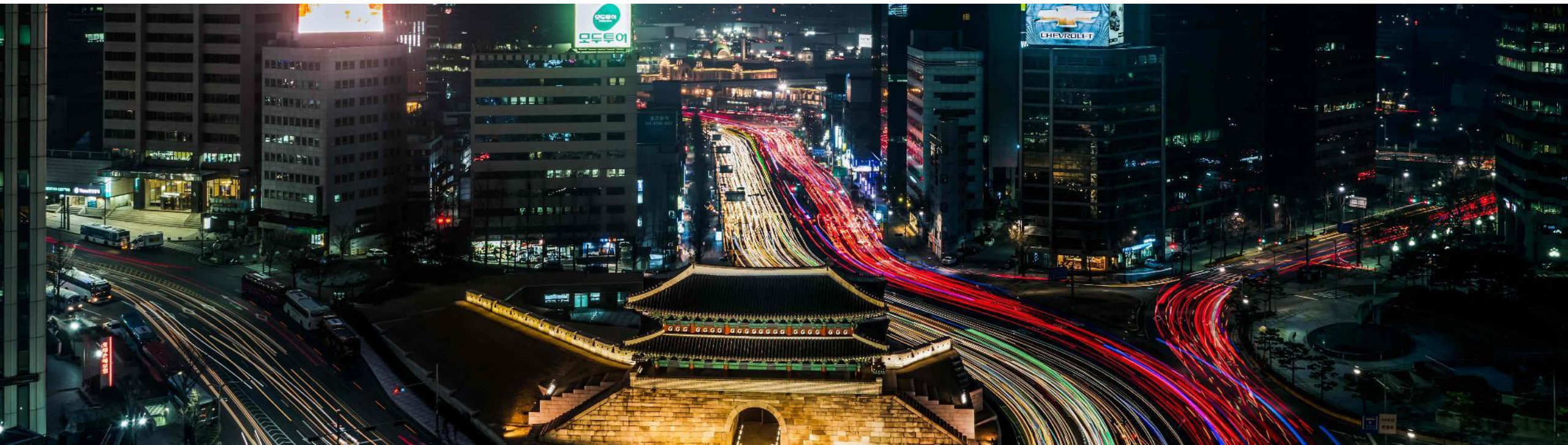


Test Central – Regression Test Suite in **Restricted EAC**

- **CIG Test Central** is currently in **RTC *restricted availability*** and customers accepted into the **Early Adopter Care** program (**EAC**) have access to this solution
- EAC duration: September – November 2021
- Criteria for EAC
 - Ariba Network Commerce Automation integration with DIRECT connectivity
 - Preferably customers with CIG AddOn with SP09 and above
- Interested customers may register via [Customer Influence](#)

Product Roadmap & Future direction

[SAP Roadmap Explorer \(CIG\)](#)



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SAP Ariba Cloud Integration Gateway

Recent Features

SAP Cloud Integration Gateway (AddOn, Platform & Portal)

- CIG High Availability & Scalability Enhancements
- CIG in US Data Center
- CIG AddOn support for S/4 HANA CE EX

SAP Business Network

- Stock Transport Order Collaboration
- Multi-tier collaboration with Scheduling Agreements
- SDAddOn – Invoice Enhancements
- CIG B2B supplier integration for ANSI/X12 940 & 945 Warehouse Shipping Order & Advice

SAP Ariba Applications Buying & Invoicing, Sourcing, Contracts

- Integration to support external tax engine with Ariba Buying & Invoicing
- Unknown Account assignment integration for P2P
- Network / Activity integration for P2P

SAP Business Network (IES SAP S/4 HANA)

- Extensibility for IES scope items via CIG Mapping tool
- IES S/4 HANA Cloud and S/4 HANA 2020 Hybrid integration with co-existence of CIG AddOn and S/4 HANA APIs
- Subcontracting integration with Ariba Network
- Service procurement with Ariba Network and SAP Fieldglass

SAP Ariba Applications Buying & Invoicing, Sourcing, Contracts (IES SAP S/4 HANA)

- Integration with Central Procurement for S/4 HANA CE (3EN, 4QN, 4BO & 5JT)
- Extensibility for IES scope items via CIG Mapping tool
- IES S/4 HANA Cloud and S/4 HANA 2020 Hybrid integration with co-existence of CIG AddOn and S/4 HANA APIs
- Lean Services integration for Ariba Sourcing, Ariba Contracts

SAP Ariba Cloud Integration Gateway

Future Direction (Themes)

SAP Intelligent Enterprise (IES)

- Continue standard SAP out-of-the-box integration for IES Source-To-Pay processes (SAP S/4 HANA with Ariba Network, Ariba Guided Buying, Ariba Sourcing, Ariba Contracts and SAP Fieldglass) – 2NV, 3EN, 4BL, 4QN, 4AZ, 4BO, 42K, 5JT, 4A1 & 4R2

SAP Business Network

- Expand CIG integration for other Networks like Logistics Business Network (LBN) and Asset Intelligence Network (AIN)
- PEPPOL and xRechnung integration for Suppliers (EAC in Q3)
- Support integration for new Business Network business processes like Invoice Status Portal
- Expand CIG B2B integration to support additional standards and regional expansion

SAP Procurement

- Integration with MDCS for Master Data to support Procurement business processes like Central Invoice Management
- CIG integration with SAP Ariba Spend Analysis
- Ariba Sourcing integration with Public E-Tendering (TED)

SAP Intelligent Spend Management (SAP Fieldglass, SAP Concur)

- Expand CIG integration for SAP Fieldglass and SAP Concur

SAP CIG Core

- CIG DC in China, KSA & UAE
- CIG Mapping tool enhancements
- CIG Transaction Tracker enhancements
- Enhanced and Simplified integration

Why Move to ClG






Poll Question - 2

What integration technology do you currently use to Integrate ERP to Ariba ?




- ☐ SAP Ariba Cloud Integration Gateway (CIG)
- ☐ SAP Business Suite Add-on (BSAO)
- ☐ Ariba Cloud Integration (CI-9) or Earlier version
- ☐ ITK
- ☐ 3rd party middleware

Check all that apply

CI vs BS AddOn vs CIG and why Move

In the mind of "IT"	 CI	 BS Add On	 CIG Add On
SAP's Innovations & Strategy	SAP's Innovations & Strategy	SAP's Innovations & Strategy	SAP's Innovations & Strategy
Aligned with SAP Cloud Platform strategy	No	No	Yes – Built on SAP Integration Suite
Aligned with Intelligent Enterprise System (IES)	No	No	Yes – integral part of IES
Single Integration for On-premise & Cloud	No – supports only OP	No – supports only OP	Yes – supports S4 Cloud, SAP Field Glass
Reduced IT Costs	IT Costs	IT Costs	IT Costs
Middleware Needed– Security / Cost	Yes	No	Optional
Processing of data	SAP PI	SAP ERP	CIG Cloud
Warranties uptime of Integration	Customer driven	Customer driven	by SAP BTP, Globally
Customer Product Cost / License	Cost of SAP PI License & Hosting	H/W resources for processing	Zero
Integration Scenario Monitoring	Disconnected (Tracking needed between different systems)	Disconnected (Tracking needed between different systems)	End-to-End monitoring with SAP Solution Manager* and Focused Run*
Skillset requirement	High	High	Medium
Supported SAP Ariba Solutions	SAP Ariba Applications, Ariba Network, SCC	Ariba Network, SCC	SAP Ariba Applications, Ariba Network, SCC
Supported SAP Solutions	SAP ERP, S/4HANA 1709 (last)	SAP ERP	SAP ERP, S/4HANA 2020 (latest), S/4HANA Cloud
Flexibility of Managing customizations	Medium - SAP PI/PO based	Difficult - BADI	Easy CIG Mapping tool & AddOn BAdI
Maintenance and Support Ownership	Customer	Customer	SAP Ownership
Impact of Integration Solution Upgrade cycle	Very High	High	Low Light weight effort for OP AddOn
Out of the Box Integration	98 (per last release of CI-9 SP2)	23 (per SP21 release)	254 (per Q3 2021) 184

CI vs BS AddOn vs CIG and **why Move**

In the mind of “Business”	 CI	 BS Add On	 CIG Add On
User Experience & Adoption	User Experience & Adoption	User Experience & Adoption	User Experience & Adoption
Provides consistent User Experience & Unified Integration experience across SAP Applications	No	No	Yes across End to End Business process
Innovation release cycle	4-5 Months	4-5 Months	Quarterly Releases
Dependency on IT Out of Box integrations vs. Customizations	Very High	High	Low
End to End Transaction Monitoring	Too Technical	Multiple transactions	Via Transaction Tracker UI
Test Management	Separate	Separate	Integrated & Automated Testing Framework - Free up Business Resources
Implementation Timelines	In Months	In Months	In Weeks



= Reduced TCO + Faster ROI

Estimated SAP back-end integration TCO (comparison of selected procurement integration scenarios) - [Procurement Transformation Whitepaper](#)

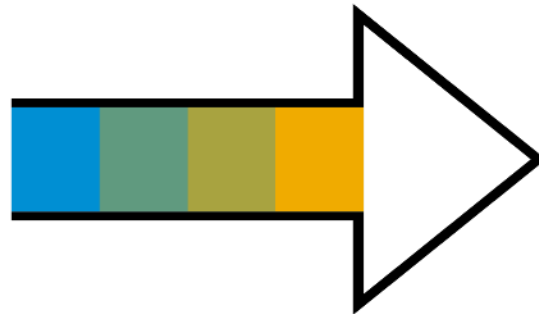
Customer Examples

Customer	Type	Benefits with CIG
Leading CPG company based in North America	<ul style="list-style-type: none"> ✓ Migrate CI to CIG ✓ align CIG migration with S/4HANA migration 	<ol style="list-style-type: none"> 1. Significantly reduced custom code that was originally implemented for CI-7 and decommissioned PI. 2. Complexity of the entire GR output solution has been significantly reduced and it will be easy to scale and maintain using CIG
A large consumer products company	<ul style="list-style-type: none"> ✓ Migration from BSAO to CIG 	<ol style="list-style-type: none"> 1. Real time integrations for transactions and flexibility of managing customization using CIG. 2. Real time monitoring in CIG transaction tracker compared to BSAO 3. Real time monitoring with Forward Error Handling(FEH) framework and notifications to the business on the failure.
Defense and Aerospace company	<ul style="list-style-type: none"> ✓ New CIG Deployment 	<ol style="list-style-type: none"> 1. Ability for customization, CIG custom mappings helped for easy deployment 2. Multiple ERP support and custom routing availability 3. Real time monitoring using CIG transaction tracker

Transition from CI9/BSAO to SAP Ariba Cloud Integration Gateway

- ❖ **End of support** for legacy integration solutions, CI9 and Business Suite Add-On (BSAO) is scheduled for **December 31, 2023**.
- ❖ Both CI9 and SAP Business Suite Add-on are on maintenance status with defect fixes only and no new innovations are planned.
- ❖ SAP Ariba provides migration strategy, migration guide and migration tools for an easy migration from CI9/BSAO to SAP Ariba Cloud Integration Gateway. Migration consulting services available.

CI9 & SAP
Business Suite
add-on



SAP Ariba Cloud
Integration Gateway

Plan your migration Now !!

Key Take Aways

1

CIG is the Source-to-pay integration solution delivering cloud based integration solution enabling SAP Intelligent Enterprise promise; CIG delivers 250+ standard integrations and IES scenarios reducing TCO of integration

2

Understand the value in adopting standard cloud integration solution for variety (on-premise, cloud, hybrid) of back-end integrations for both Buyers and Suppliers. If you are in CI-9/BSAO/ITK, plan your CIG Migration Now !

3

Take advantage of the all the resources – product collateral, documentation, training, community to join the cloud integration journey to reduce costs and improve your time to market

Learn, Network & Succeed



Join the SAP Ariba Cloud Integration Gateway [community](#) of subject matter experts and users to stay up-to-date with the latest announcements and features



Enroll in e-learning and virtual training courses via [SAP Learning Hub](#) (course code AR822e) and [SAP Training Shop](#) (course code AR822)



Visit the [website](#) to learn more

SAP Ariba Cloud Integration Gateway

Welcome to SAP Ariba Cloud Integration Gateway (CIG) community! Join us to access expert content and stay up-to-date with the latest announcements and features. Ask our experts a question, engage with other community members, and follow latest blogs.

Featured Content



SAP Ariba Cloud Integration Gateway At-A-Glance
SAP Ariba Cloud Integration Gateway, enabled by the SAP Cloud Platform Integration service, transforms the integration process by making it simple to connect your trading partners, SAP Ariba applications, and backend systems such as SAP ERP and SAP S/4HANA* for touch-less, end-to-end transactions.
[Watch Video \(3 Minutes\)](#)



SAP Ariba Cloud Integration Gateway : State of the Union
Out of Box Standard Integrations helping SAP Ariba Customers to start transacting between SAP ERP and SAP Ariba solutions in fraction of traditional integration timeline
[State of the Union](#)



SAP Ariba CIG Road Map for Buyers and Suppliers
Describes the new features for SAP Ariba Cloud Integration Gateway release.
[View the road map](#)



Announcements
Follow all the latest happenings with Ariba Cloud Integration Gateway
[CIG January 2020 Monthly Release Deployed on 30th January 2020](#)
[CIG AddOn Quarterly Q4 Released on 13th Dec. 2019](#)

Expert Content

SAP Ariba CIG Mapping Tool
Mapping tool enables CIG customers to customize standard mappings to meet specific business needs
[Mapping Tool](#)

SAP Ariba CIG Co-Existence
Business use case and configuration to run both CIG and Business Suite AddOn Together (Co-existence) for SAP Ariba Integration with SAP ERP / S4 HANA helping customers to manage migration to CIG in a phased approach
[CIG Co-Existence](#)

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SAP MaxAttention Innovation Workshop

Intelligent Spend Management

Day 1 – Closing

Sagar Deshmukh, SAP
Rajiv Palkhiwala, SAP
September 14, 2021
PUBLIC

Day 1 | Key Take-Aways



- SAP MaxAttention comprehensive services and engagement model
- SAP North Star Architecture for One Procurement Vision: Continuously deliver new capabilities and innovations to align every spend decision to your business strategy.
- One procurement, Central Procurement and SAP Central Invoicing management
- Incremental innovations via BTP platform
- Vision for One Intelligent Source to Contract Platform – Guided Sourcing, Autonomous Procurement, Integration with SLP and Contract Management.
- SAP Business Network -Supply Chain Collaboration(SCC)- Plan and forecast, Buy and Deliver, Invoice and Payment, Product Roadmap and Vision
- CIG Value and Benefit, IES Integration Scenarios, CIG Architecture, CIG Test Central, Why move to CIG?

Agenda Day 2 September 15, 2021 – Intelligent Technologies in Procurement, Business Network, Customer Infosession and MaxAttention engagement

8:00 a.m. PST 11:00 a.m. EST 5:00 p.m. CET	0:15	Welcome & Recap from Previous Day - Agenda and Customer Feedback Sagar Deshmukh, Senior Director Planning & Procurement CoE NA, Customer Success, SAP
8:15 a.m. PST 11:15 a.m. EST 5:15 p.m. CET	0:45	SAP Intelligent Technologies in Intelligent Spend Management - Intelligent Procurement: Technologies, Use Cases and Live Demos (incl. BTP Platform) and Procurement vision in Sustainability Roman Mayer, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP Peter Wohlsen, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP
9:00 a.m. PST 12:00 p.m. EST 6:00 p.m. CET	0:30	SAP Business Network - What is SAP Business Network? and Planned Innovations and Product Roadmap Vishnu Arcot, SAP Business Network, GTM Lead, SAP
9:30 a.m. PST 12:30 p.m. EST 6:30 p.m. CET	0:15	Break and Poll
09:45 a.m. PST 12:45 p.m. EST 06:45 p.m. CET	00:30	Services procurement with SAP Fieldglass - How SAP Fieldglass compliments SAP Ariba, Effectively and Actively Managing Services Spending and SAP Fieldglass Roadmap Amanda Sleva - Director- Solution Advisory SAP Services Procurement & External Workforce
10:15 a.m. PST 01:15 p.m. EST 07:15 p.m. CET	00:30	Customer Info session - Transforming Procure-to-Pay Process @ Astellas - Business Challenges and Current Process Overview, Intelligent Spend Management Roadmap and Business Benefit Vinay Kinger, Senior Manager, SAP Application Management - Purchase 2 Pay @ Astellas
10:45 a.m. PST 01:45 p.m. EST 07:45 p.m. CET	00:30	How can SAP MaxAttention help with ISM Strategy - SAP MaxAttention Portfolio and Customer Delivery Examples Rajiv Palkhiwala, Chief Architect/Team Lead Procurement Team CoE NA, Customer Success, SAP Sachidananda Shetty Giliyar, Senior Architect Procurement Team CoE NA, Customer Success, SAP
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11:30 p.m. PST 2:30 p.m. EST 8:30 p.m. CET		End of Day 2

Thank you.

Sagar Deshmukh

Sagar.Deshmukh@sap.com

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Sagar Deshmukh

Sagar.Deshmukh@sap.com

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Wednesday Day 2

September 15, 2021



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Intelligent Spend Management

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Sagar Deshmukh, SAP
September 15, 2021

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- SAP Business Network -Supply Chain Collaboration(SCC)- Plan and forecast, Buy and Deliver, Invoice and Payment, Product Roadmap and Vision
- CIG Value and Benefit, IES Integration Scenarios, CIG Architecture, CIG Test Central, Why move to CIG?

Agenda Day 2 September 15, 2021 – Intelligent Technologies in Procurement, Business Network, Customer Infosession and MaxAttention engagement

8:00 a.m. PST 11:00 a.m. EST 5:00 p.m. CET	0:15	Welcome & Recap from Previous Day - Agenda and Customer Feedback Sagar Deshmukh, Senior Director Planning & Procurement CoE NA, Customer Success, SAP
8:15 a.m. PST 11:15 a.m. EST 5:15 p.m. CET	0:45	SAP Intelligent Technologies in Intelligent Spend Management - Intelligent Procurement: Technologies, Use Cases and Live Demos (incl. BTP Platform) and Procurement vision in Sustainability Roman Mayer, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP Peter Wohlsen, Product Manager Incubation Topics in Procurement, SAP Product Engineering, SAP
9:00 a.m. PST 12:00 p.m. EST 6:00 p.m. CET	0:30	SAP Business Network - What is SAP Business Network? and Planned Innovations and Product Roadmap Vishnu Arcot, SAP Business Network, GTM Lead, SAP
9:30 a.m. PST 12:30 p.m. EST 6:30 p.m. CET	0:15	Break and Poll
09:45 a.m. PST 12:45 p.m. EST 06:45 p.m. CET	00:30	Services procurement with SAP Fieldglass - How SAP Fieldglass compliments SAP Ariba, Effectively and Actively Managing Services Spending and SAP Fieldglass Roadmap Amanda Sleva - Director- Solution Advisory SAP Services Procurement & External Workforce
10:15 a.m. PST 01:15 p.m. EST 07:15 p.m. CET	00:30	Customer Info session - Transforming Procure-to-Pay Process @ Astellas - Business Challenges and Current Process Overview, Intelligent Spend Management Roadmap and Business Benefit Vinay Kinger, Senior Manager, SAP Application Management - Purchase 2 Pay @ Astellas
10:45 a.m. PST 01:45 p.m. EST 07:45 p.m. CET	00:30	How can SAP MaxAttention help with ISM Strategy - SAP MaxAttention Portfolio and Customer Delivery Examples Rajiv Palkhiwala, Chief Architect/Team Lead Procurement Team CoE NA, Customer Success, SAP Sachidananda Shetty Giliyaru, Senior Architect Procurement Team CoE NA, Customer Success, SAP
11:15 a.m. PST 2:15 p.m. EST 8:15 p.m. CET	0:15	Closing Remarks - Customer Feedback and Poll Results Sagar Deshmukh, Senior Director Planning & Procurement CoE NA, Customer Success, SAP
11:30 p.m. PST 2:30 p.m. EST 8:30 p.m. CET		End of Day 2

Thank you.

Sagar Deshmukh

Sagar.Deshmukh@sap.com



The way to Autonomous Procurement

SAP Sourcing & Procurement

Roman Mayer, SAP
Peter Wohlsen, SAP

September 2021

PUBLIC

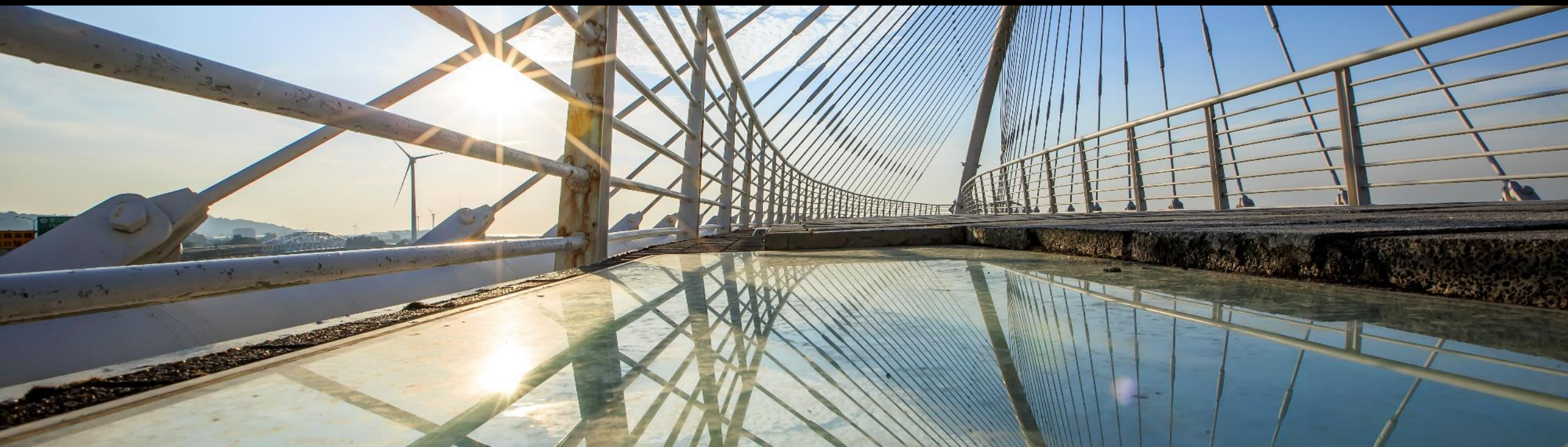
Agenda

- Motivation
- Overview about Intelligent Technologies
- Overview about business use cases including live demos
- Introduction to Sustainability in SAP Sourcing & Procurement
- Q&A

Agenda

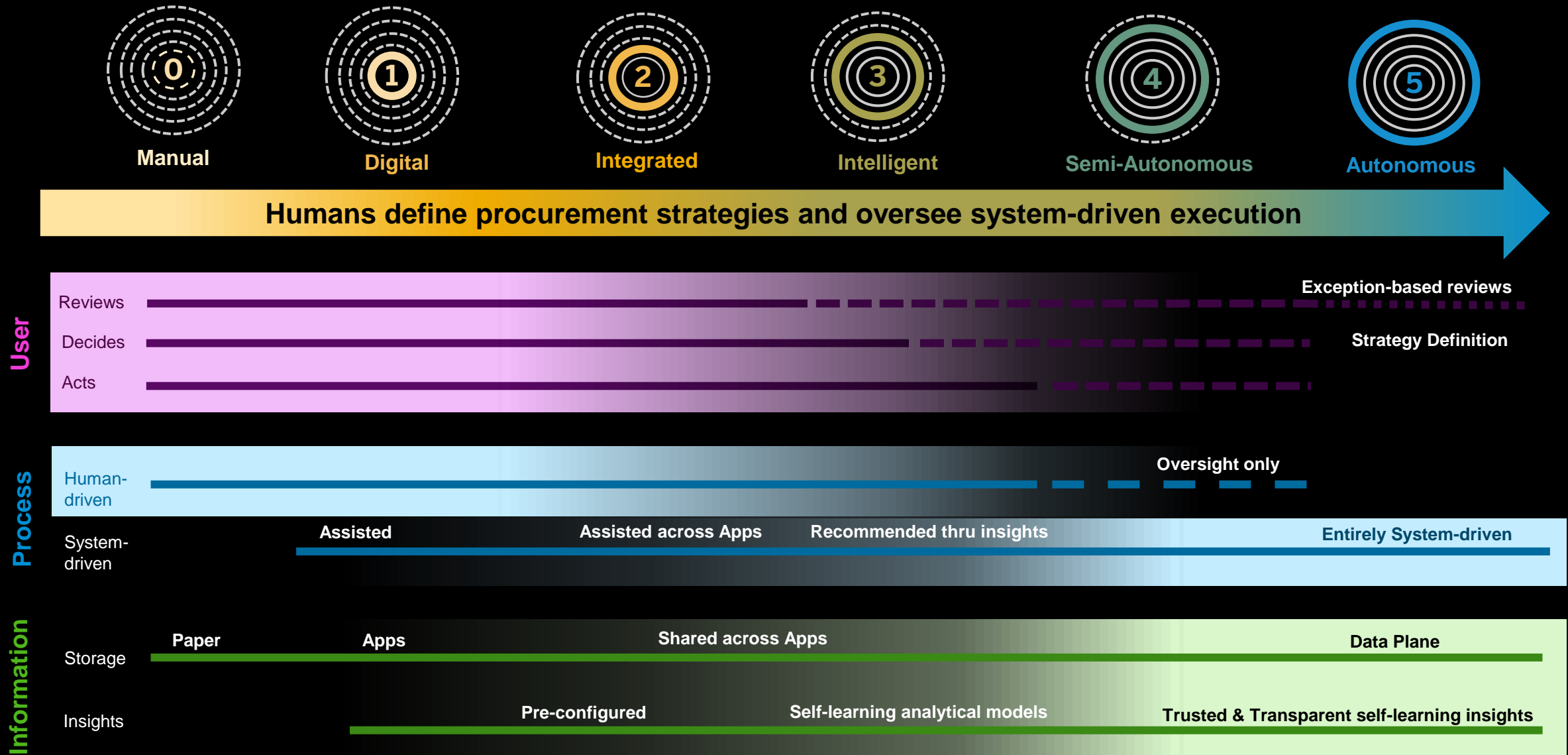
- Motivation
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- Q&A

Motivation

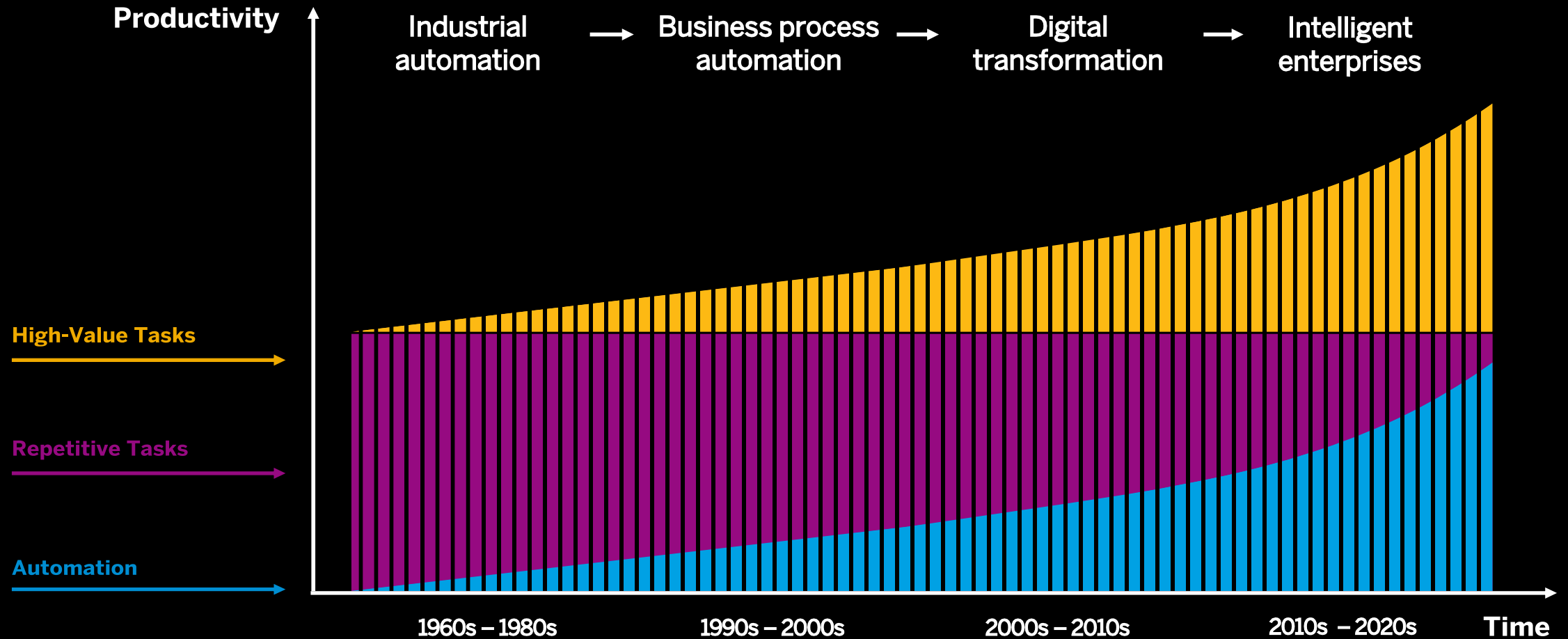


The evolution of **Autonomous Procurement**

How procurement solutions deliver automated processes and insights



General **Motivation** – Intelligence Era enables focus on higher-value tasks



From Manual to **Autonomous Procurement**

Market pressure forces customers to...



Deal with increased innovation speed



Cope with shorter product lifecycles



Automate procurement and invoicing



Source for best possible suppliers



60% of the P2P processes have the potential to be fully or largely automated

– A roadmap for digitizing source-to-pay – McKinsey 2017

Fully **digitalized** Source-to-Pay process across SAP S/4HANA and SAP Ariba

Realtime **Analytics**

01011
11010
10101
01101

Digital Procurement

Automated process steps by Situations and Machine Learning

Robotic Process Automation (**RPA**) for recurring tasks

IoT and **sensor-based** triggers

Invoice Automation via **OCR**



Automated Procurement

Proactive Insight-to-action based on Situations

Recommendations by Machine Learning

Predictive Analytics

Usage of **Digital Assistants**

Continuous Auditing via **Blockchain**



Intelligent Procurement

Autonomous operational procurement processes by RPA and Machine Learning

Autonomous **sourcing decisions**

Strategic decisions carried out by **intelligent assistants**

Conversational chatbots for proactive procurement decisions

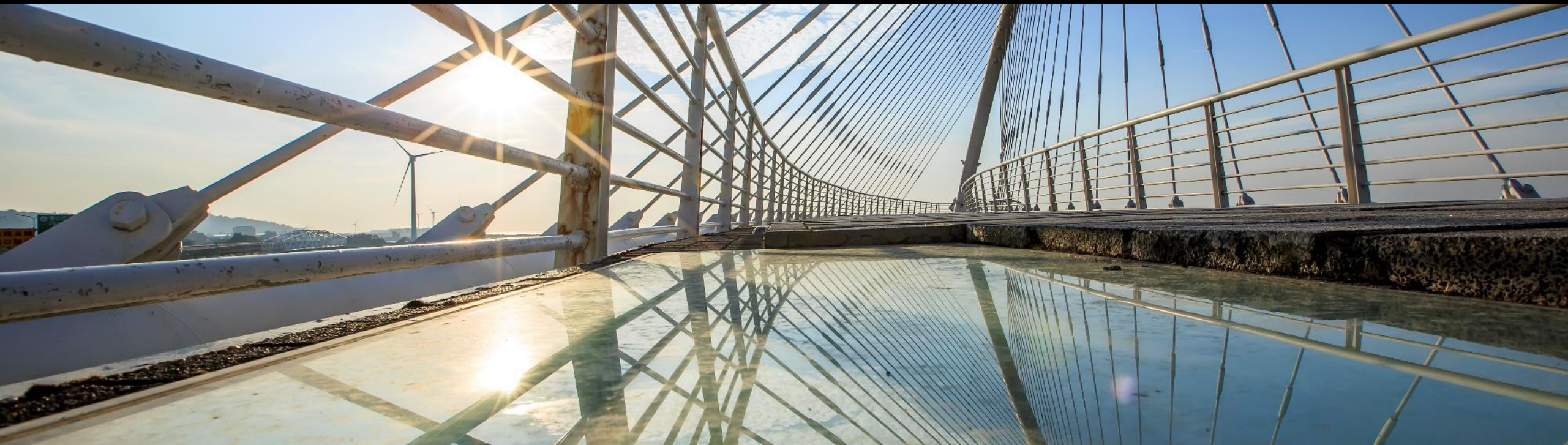


Autonomous Procurement

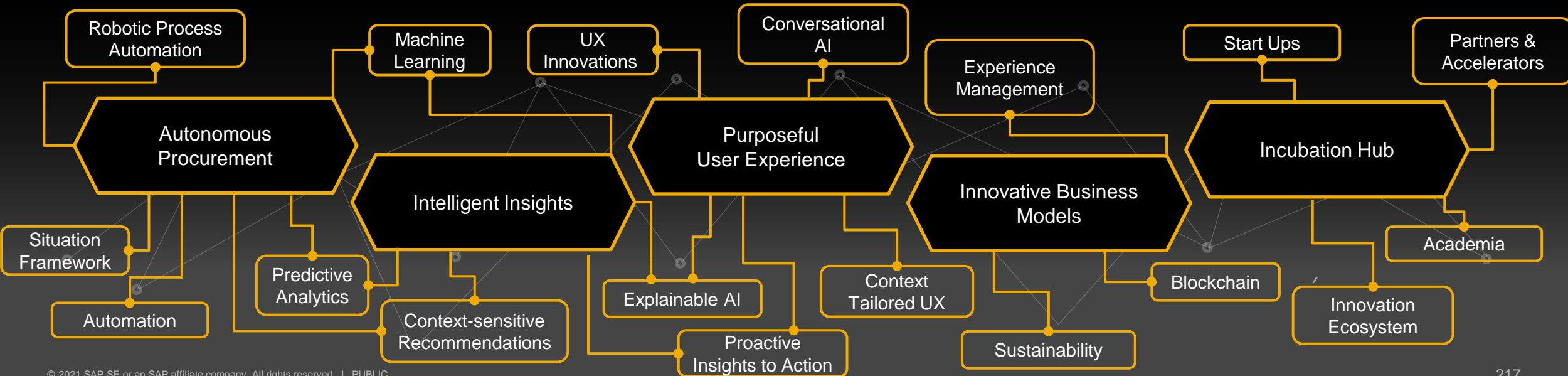
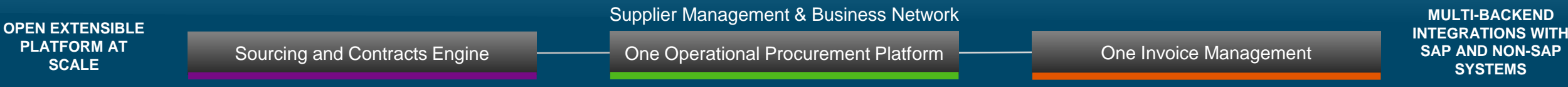
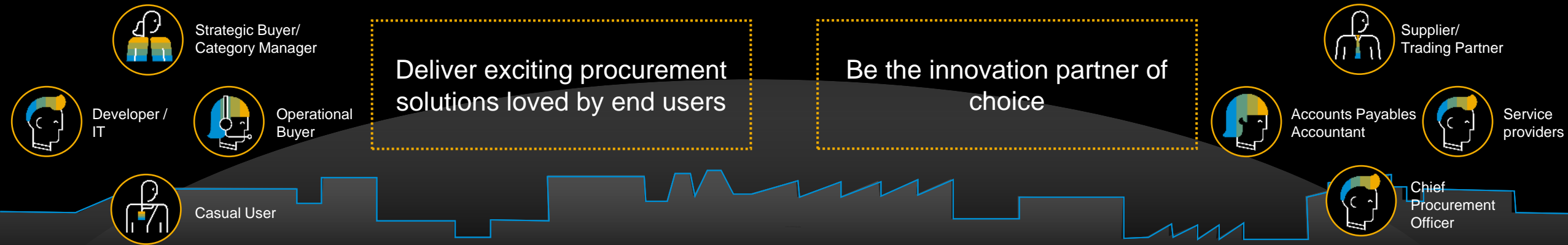
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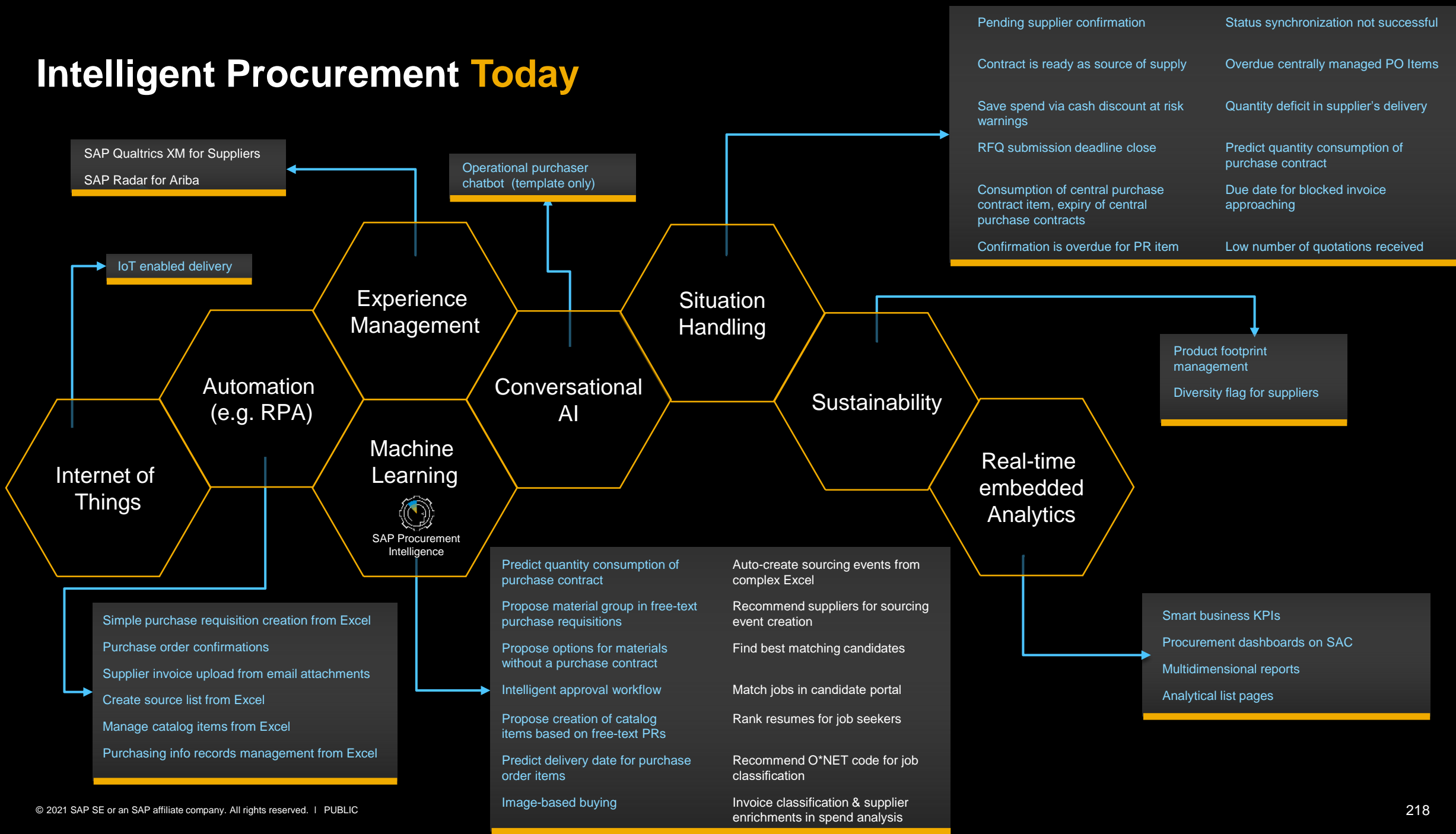
Overview about **Intelligent Technologies**



SAP Procurement North Star – Incubation & Innovations



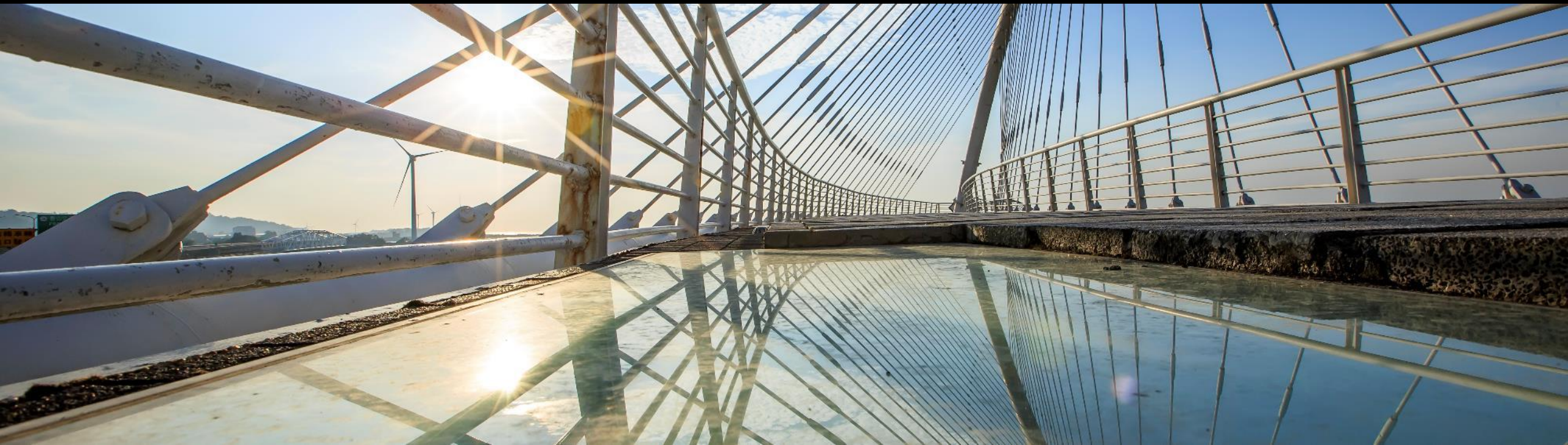
Intelligent Procurement Today



Agenda

- Motivation
- Overview about Intelligent Technologies
- Overview about business use cases including live demos
- Introduction to Sustainability in SAP Sourcing & Procurement
- Q&A

Overview about **business use cases** including live demos



Intelligent Procurement Innovation Use Cases in Source-to-Pay

Existing Innovations

Request	Source	Contract	Order	Invoice
Propose Material Group in Free-Text Purchase Requisitions 1805	Propose RFQ Creation 1808	Predict Quantity Consumption of Purchase Contract 1711	Predict Delivery Date for Purchase Order Items 1811	Invoice Classification for Spend Analysis* 1802
Image-Based Buying 1905	Rank Resumes for Job Seekers* 1811	Contract is Ready as Source of Supply 1808	Pending Supplier Confirmation 1802	Due Date for Blocked Invoice Approaching 1805
Intelligent Approval Workflow 1908	Supplier Enrichments in Spend Analysis* 1811	Consumption of Central Purchase Contract Item, Expiry of Central Purchase Contracts 1902	Quantity Deficit in Supplier's Delivery 1902	Cash Discount at Risk for Blocked Invoice 1811
Search 3.0* Beta	Match Jobs in Candidate Portal* 2005	Contract will be fully consumed 1905	Overdue Centrally Managed PO Items 1902	Supplier Invoice Upload from Email Attachments 1911
Recommend O*NET Code for Job Classification* 2105	Auto-create Sourcing Events from Complex Excel* 2008	Status Synchronization not Successful 1908	IoT enabled delivery 2002	
Propose Creation of New Catalog Items Based on Free-Text Purchase Orders 1805	Recommend Suppliers for Sourcing Event Creation* 2105		Purchase Order Confirmations 1906	
Reminder for Confirmation 1905	Find Best Matching Candidates* 2105			
Simple PR Creation from Excel 1906	Recommend Content for Sourcing Event Creation* 2108			
Manage Catalog Items from Excel 2011	Low Number of Quotations Received 1908			
	Propose Supplier for Standard Supplier List 2108			
	Create Source List from Excel 2005			
	Purchasing Info Records Management from Excel 2008			
	Blockchain-verified RFQ Processing 1811			

Information: Availability shown in SAP S/4HANA Cloud Releases. All use cases are available as well working with SAP S/4HANA On Premise.

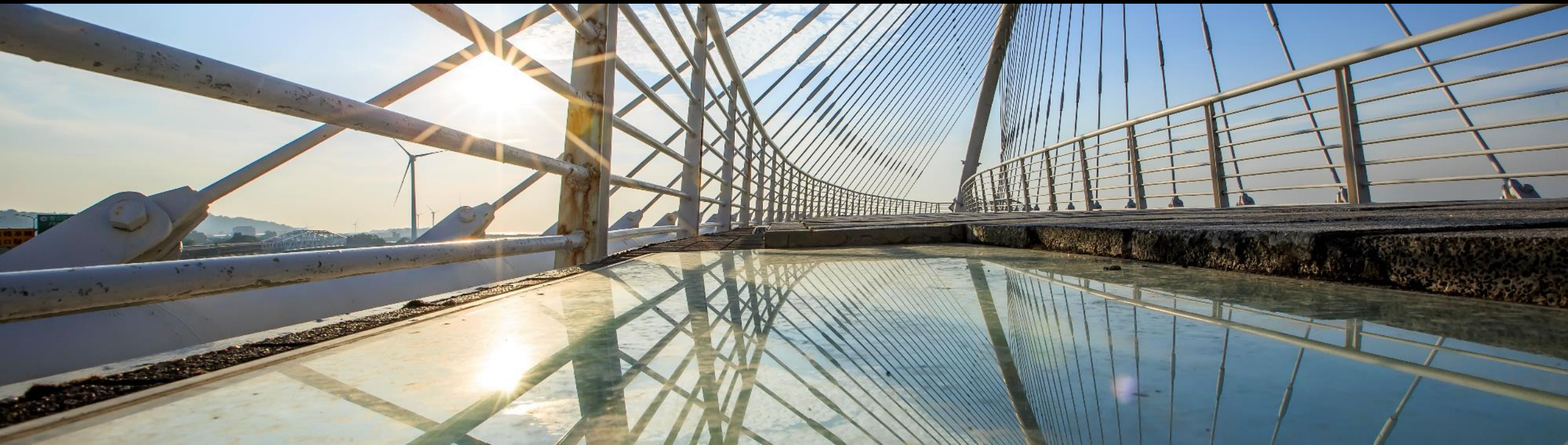
* Available use cases delivered with SAP Ariba / SAP Fieldglass.



Agenda

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Introduction to Sustainability in SAP Sourcing & Procurement



SAP as an Enabler for Sustainability

Executive Sponsorship

“Instead of fearing threats,
we should not miss the unparalleled opportunities
that sustainability holds.

**We must rethink, innovate and implement
at an unprecedented pace and scale.**

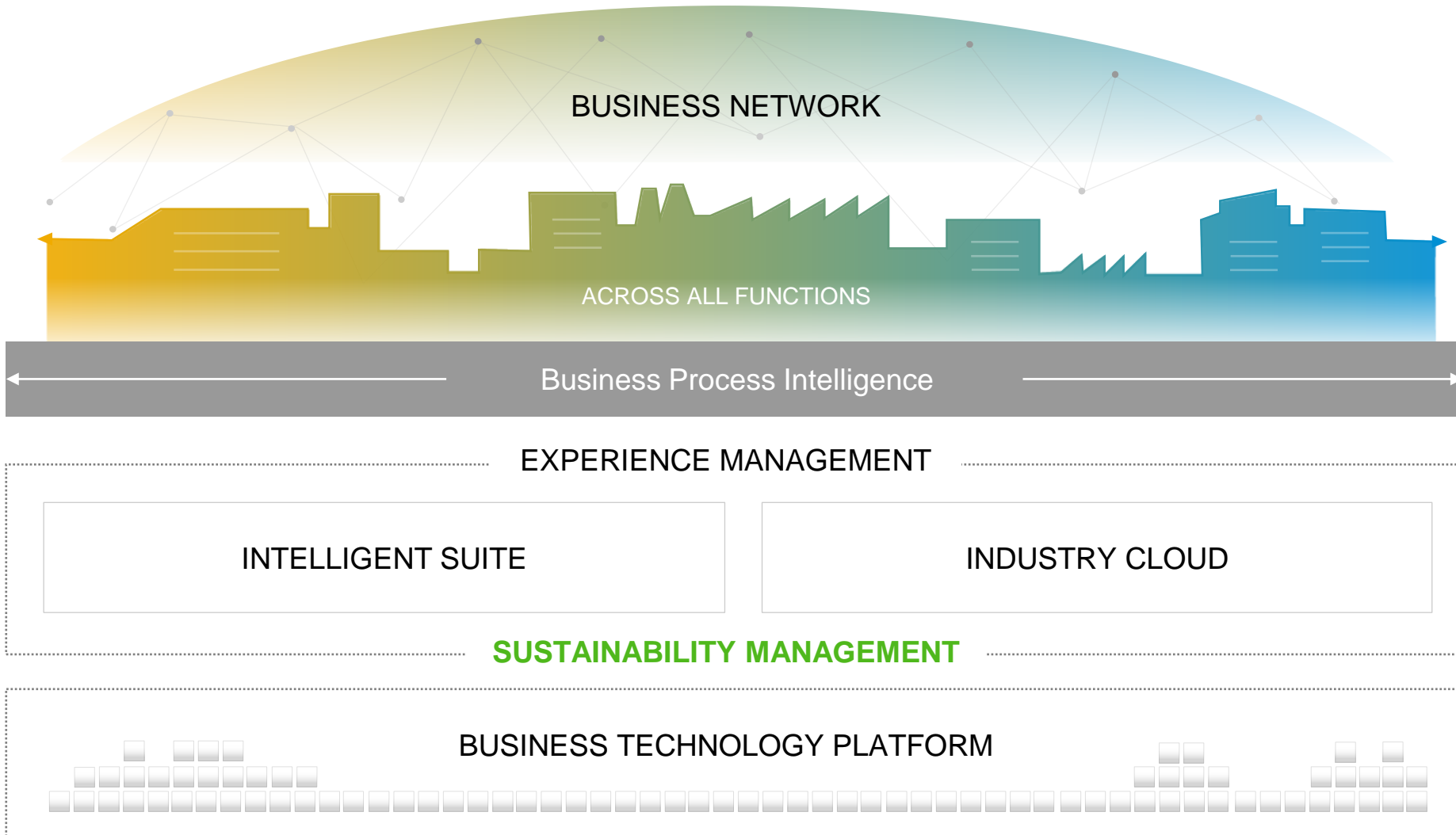
Digital solutions can support and accelerate
this new way of managing and steering
companies holistically.”

Thomas Saueressig

Member of the Executive Board of SAP SE,
SAP Product Engineering



Sustainability Is Core to SAP's Strategy and Vision of the **Intelligent Enterprise**

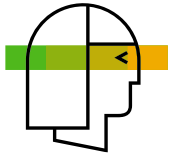


Approaching Sustainable Business Systematically

Striving Towards a World of Zero Emissions, Zero Waste, and Zero Inequality

External Challenges

A dynamic market: Sustainability is the **next frontier** of digital transformation



Changing consumer preferences



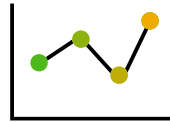
Global resource shortages



Regulatory and shareholder pressure

Internal Measures

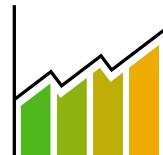
Key need: Embed sustainability into end-to-end processes to create actionable insights **across the entire value chain**



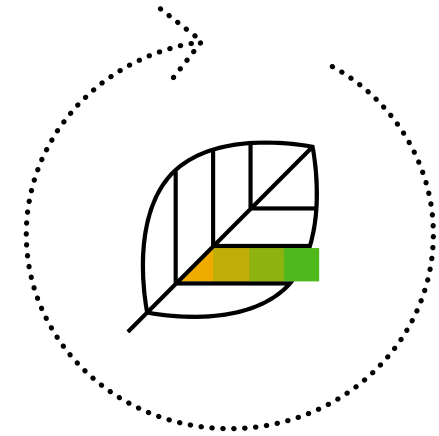
Assess by collecting new data



Evaluate through end-to-end digitalization



Optimize with Intelligent Enterprise approach



End-to-end Sustainability

Definitive business issue:
Make **sustainability profitable** and profitability sustainable

- Leverage opportunities
- Minimize risk

Embed sustainability comprehensively into processes to create actionable insights **across the entire value chain.**

The Problem:

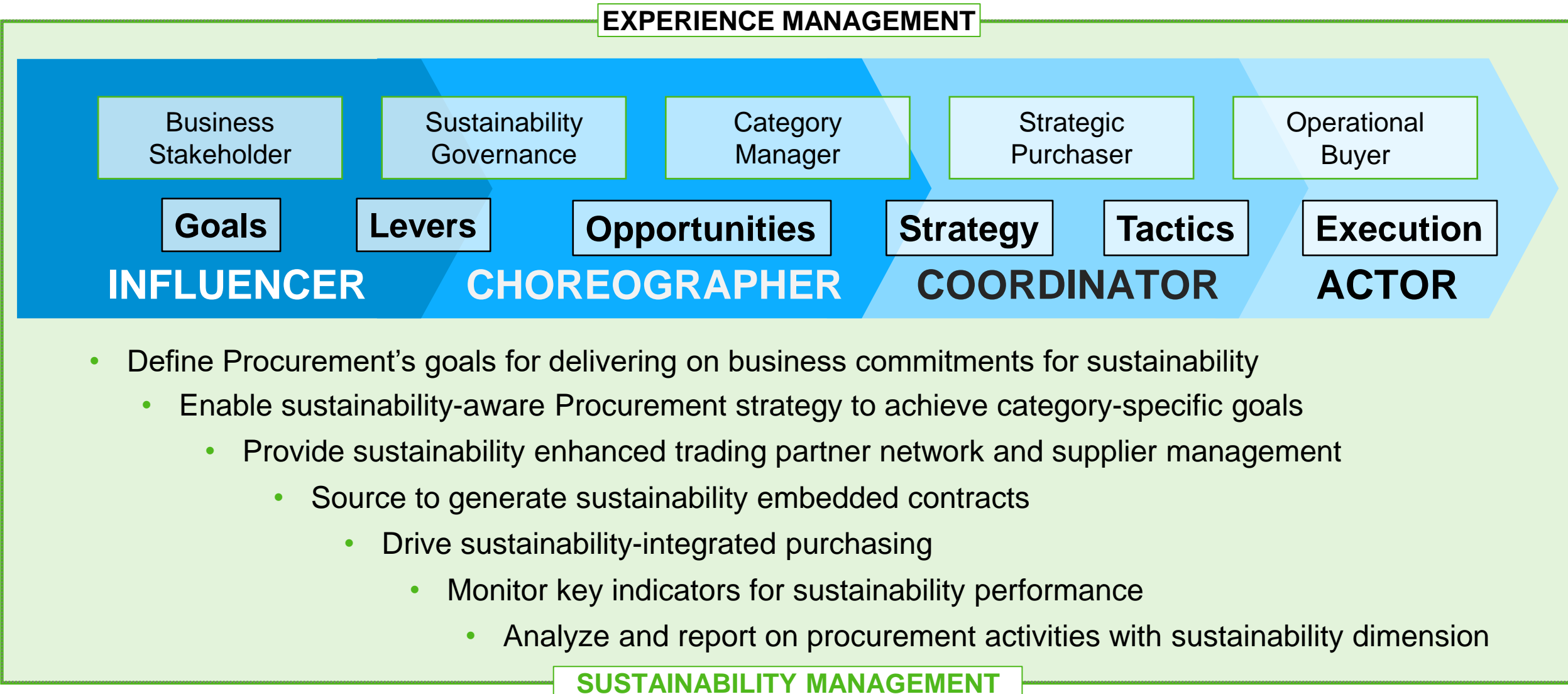
What can Procurement do to support our Business Sustainability Goals?



- How do we **achieve** the **sustainability commitments** we have made to our consumers, shareholders, regulators, and the earth?
 - What can we **leverage** within our organization to **deliver** sustainability success?
 - Where are the **opportunities** in procurement? How can procurement help?
 - What is our procurement **strategy**? And the **tactics** to **execute**?
 - What **data** do we need?
 - **Do we have it?**
 - **How** can we get it - **where** we need it **when** we need it?!?

Sustainability insights drive Procurement action:

Vision to enhance capabilities with a users-centered approach



Our Solution: SAP's 3 Zeros Strategy for Sustainability

A blueprint to integrate sustainability data into business processes across all value chains to drive performance, new products & new markets



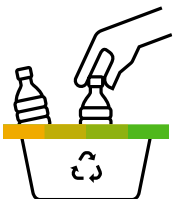
Holistic Steering and Reporting: Complete the transition to a high-performance Sustainable Intelligent Enterprise by combining operational data mapping with holistic sustainability reporting

Steering to Zero with sustainable sourcing & procurement



Zero Emissions with Climate Action

Generate cost savings by transitioning from “Low to No” carbon across your entire network.



Zero Waste with Circular Economy

Contribute to a zero-waste world by incorporating resilience and circularity into your supply chains.

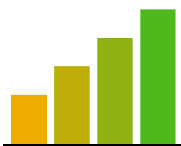
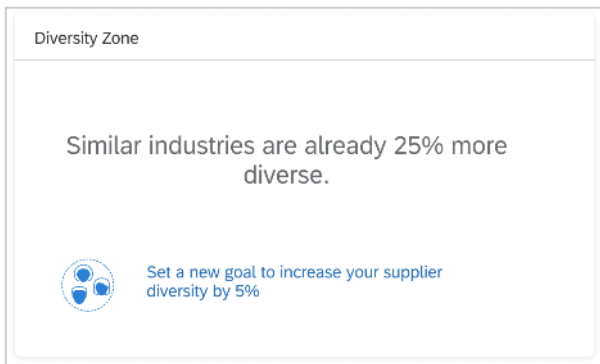
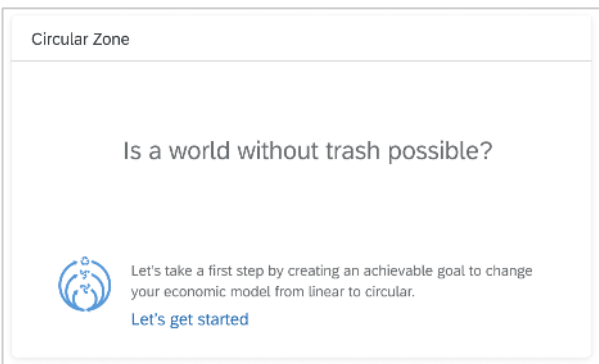
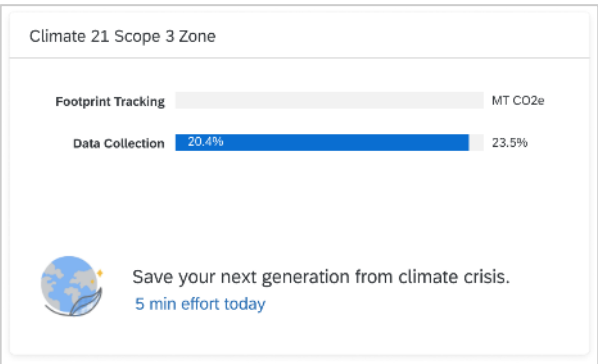


Zero Inequality with Social Responsibility

Ensure zero incidents, accidents and harm to communities, people and the environment. Guarantee diversity and fair working conditions.

Lab Preview

Procurement Sustainability Zone



Deliver sustainability impact by focusing on sustainability content for procurement;
Set goals around data collection to assess and report progress
monitor progress and evaluate performance
Collaborate to optimize performance across sustainability dimensions



Transformation of Fragmented Supply Chains into **Unified, Collaborative and Intelligent Business Network**

Vishnu Arcot, SAP
September 15, 2021

PUBLIC

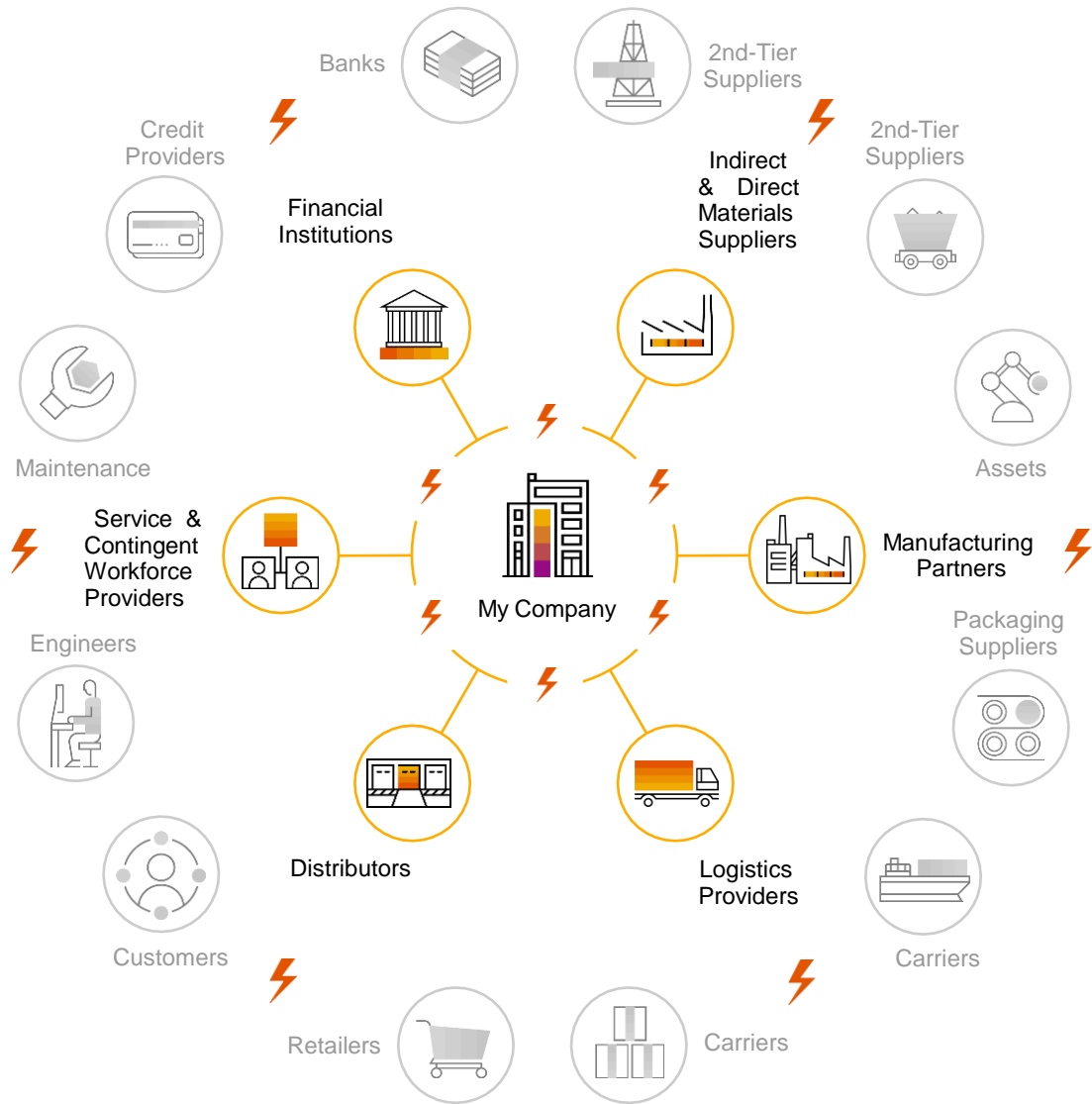
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However, today's enterprise-centric systems **restrict visibility & collaboration in your company**

Siloed systems break process flow across functions

Point-to-point connections restrict visibility into n-tier networks

Limited collaboration across trading partners

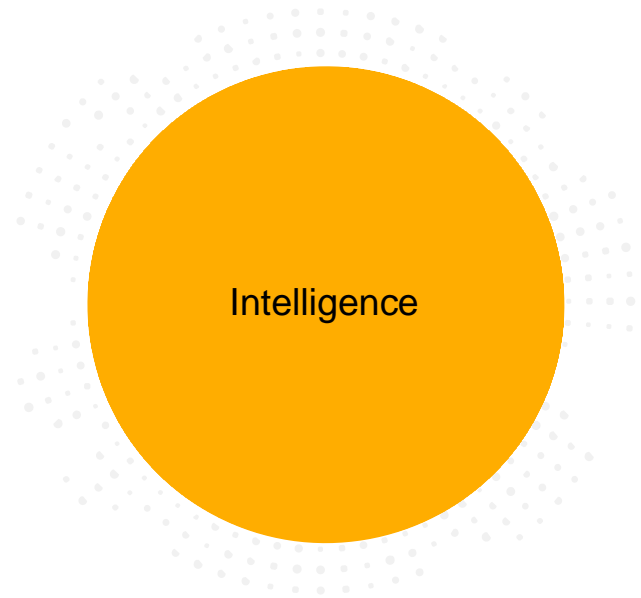
Challenging to discover new trading partners

Inability to adapt to change in real-time



SAP Business Network
Transforms today's fragmented
supply chains into unified,
collaborative and intelligent
networks.

How we're doing it



Help businesses achieve resiliency in three ways

1. Unified Trading Partner Management

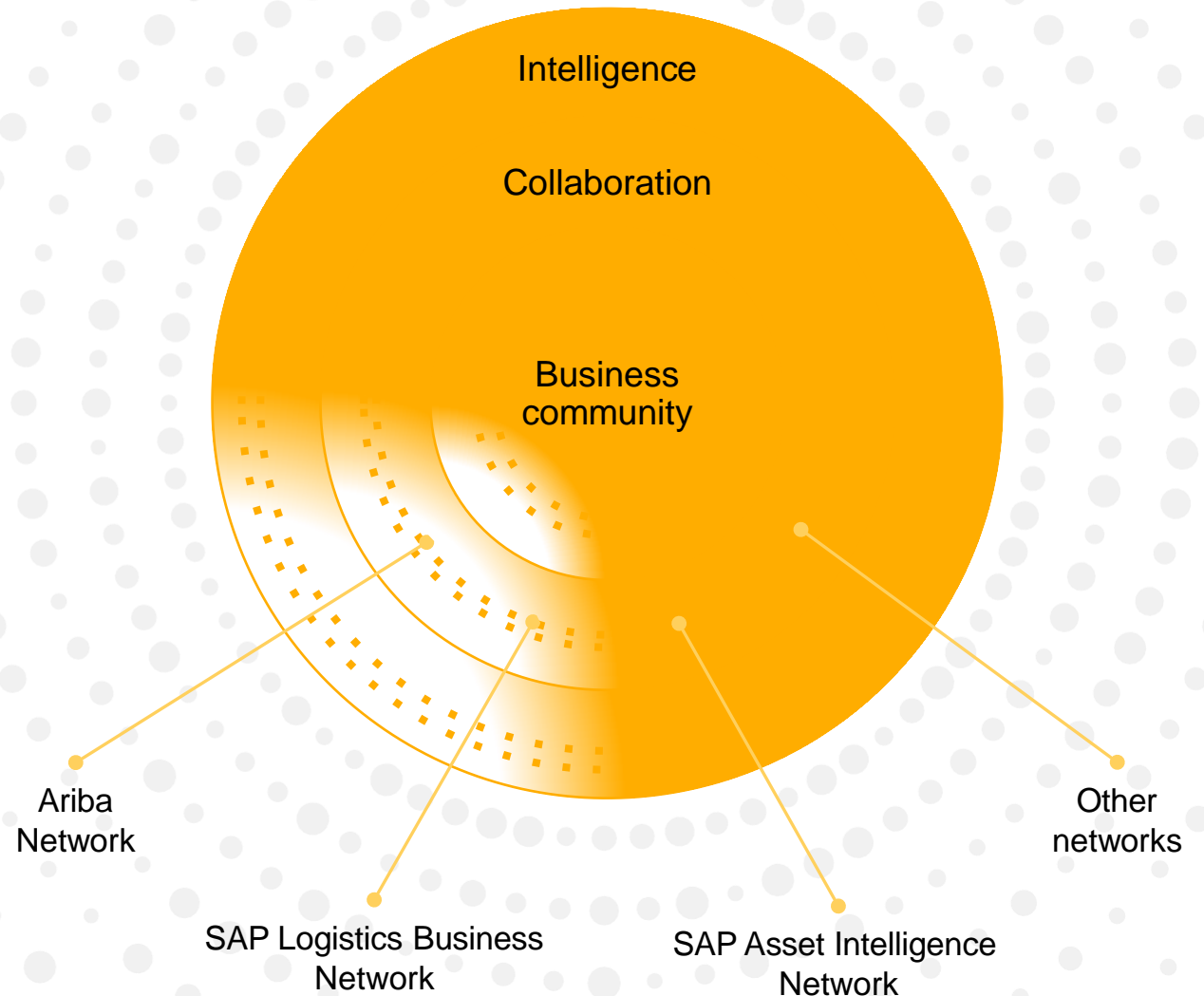
Streamline trading partner management and ensure maximum adoption

2. End-to-End Collaboration

Eliminate process breakdowns between your business and your trading partners

3. Network Intelligence

Move beyond reporting to sense and respond to change



Unified Trading Partner Management

Future Direction

Unified Access

Provide a single point of entry for trading partners into SAP Business Network and connected sub-networks and APPs



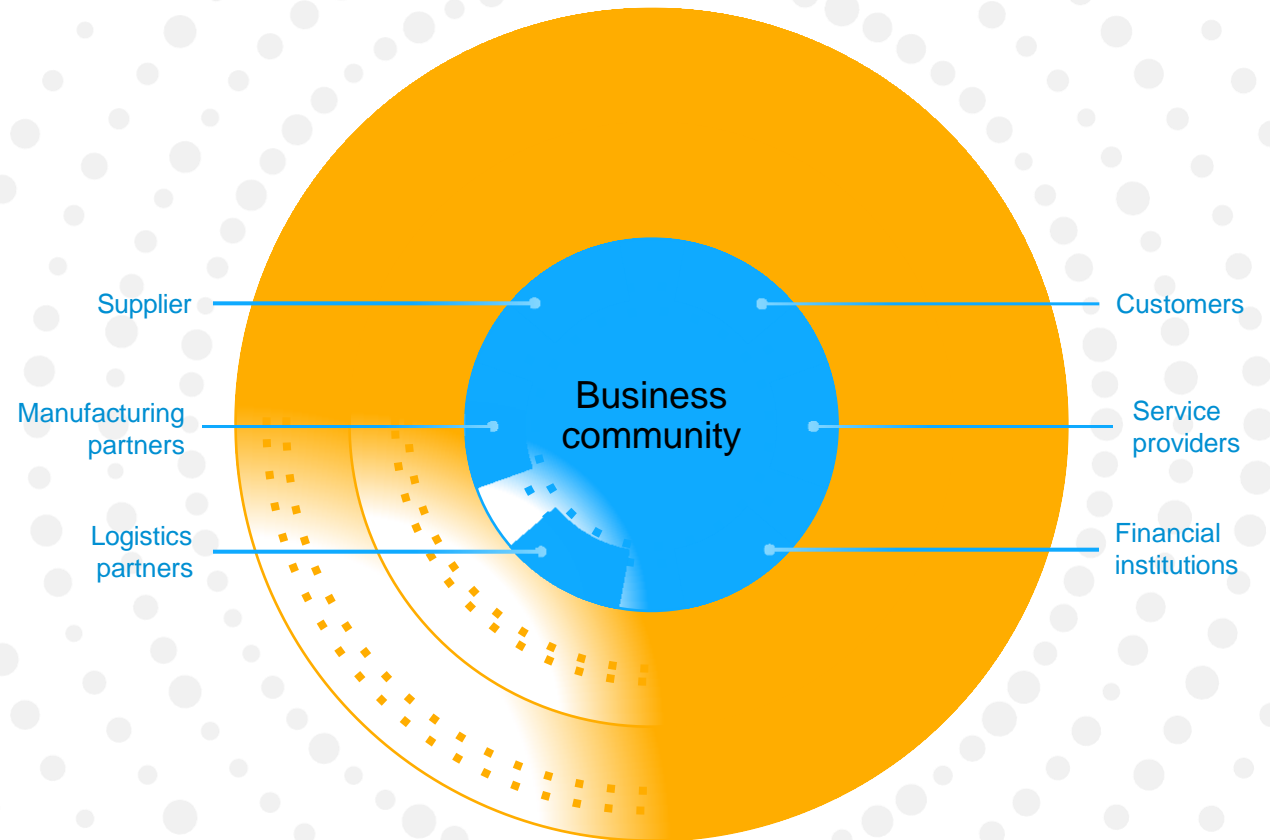
Identification

Provide companies a way to centrally express themselves as a trade partner in "Networked Collaboration"



Trusted Source

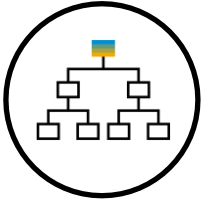
SBN Trading partner directory becomes a trusted source for TP discovery and business information exchange



SAP Business Network

Trading Partner Service : Enhanced Trading Partner Profile

Future Direction



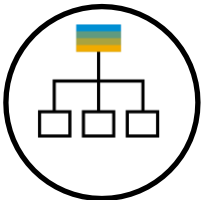
Supplier organization unit structures

Manage Plant and Factories

- Link Factory BP IDs (= GSDB codes) to “org units” managed on the Supplier Account
- Access control and notification for supplier users by “org units”
- Link documents to the “org units” and use for routing/notification, and in search and reports
- Central user access to multiple Supplier Accounts based on Administration permissions and controls

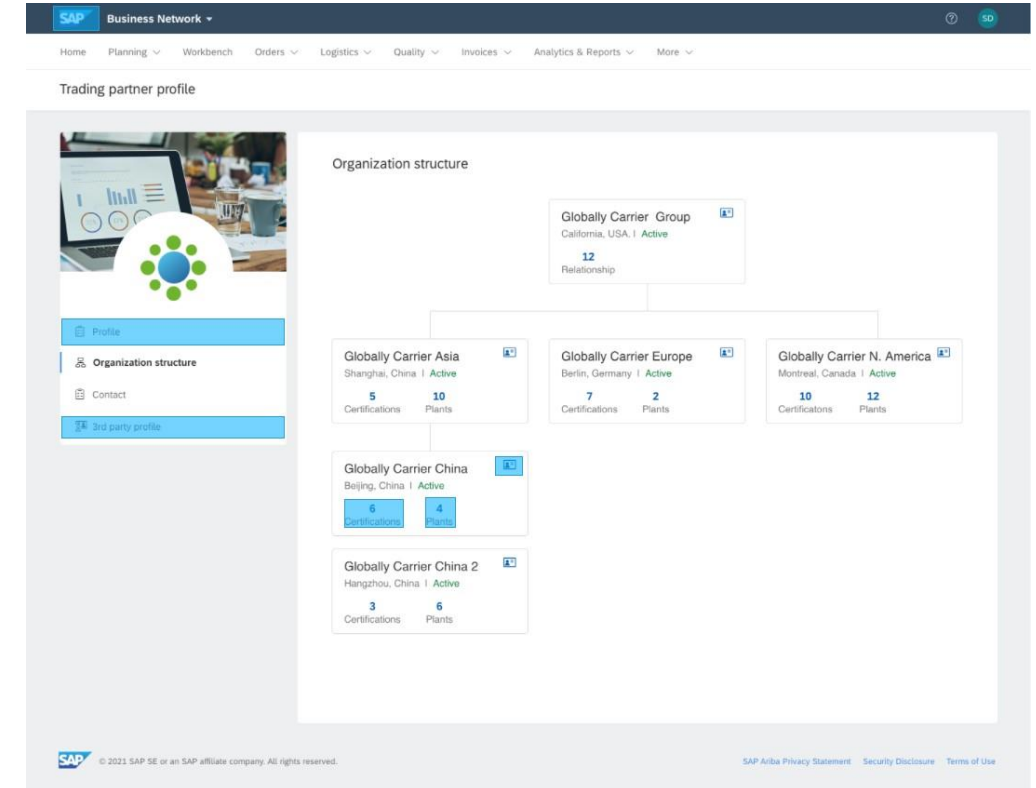
Manage Country Level representation

- Country specific remittance data via structured “org units”
- Link documents to the “org units” and use for document choreography
- Access control for supplier users by “org units”
- Tools to prevent duplicated accounts



Buyer Organization Setup

- Buyer Accounts want to upload multiple legal org units and/ or ShipTo locations to allow supplier to pick the correct unit while creating non-PO invoices
- Company code and Purchasing Organization Alignment



Trading partner profile



Profile



Organization structure



Contact



3rd party profile

Globally Carrier, Inc   **Existing supplier**

www.globallycarrier.com · ANID: AN01009860685 · DUNS: 12345678900

[Contact](#)

The largest woman-owned third-party logistics (3PL) company in the United States. We provide integrated logistics solutions that include distribution and eCommerce fulfillment, comprehensive transportation management services, material ... [Read more](#).



Employee
1000



Founded
1995



Other names
Globally Logistic Carrier



Business type
Logistic solutions +2



Revenue
12M

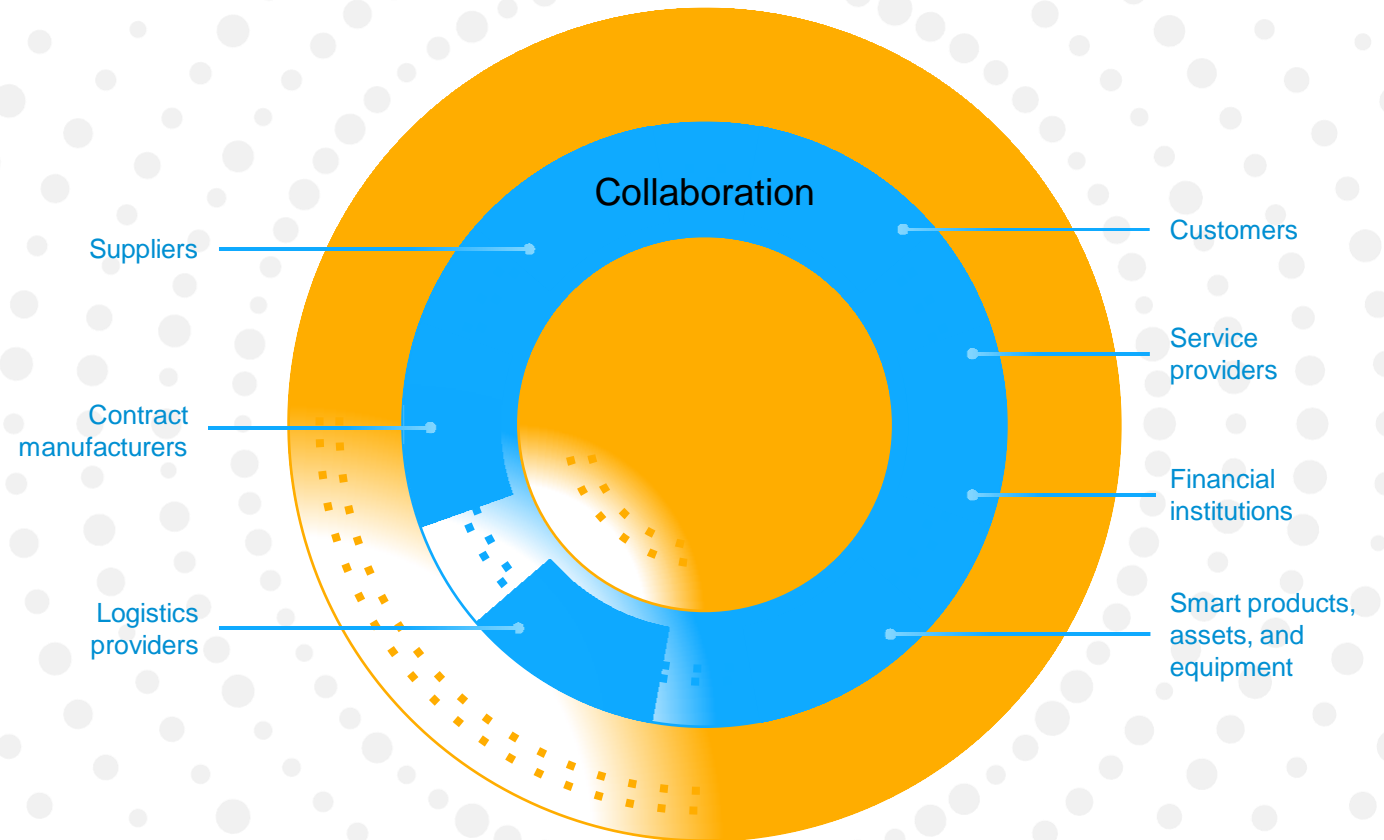
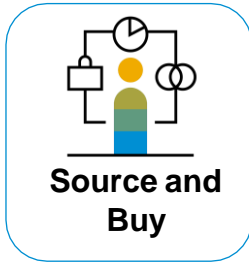


Address
Illinois, United States
[View detail](#)

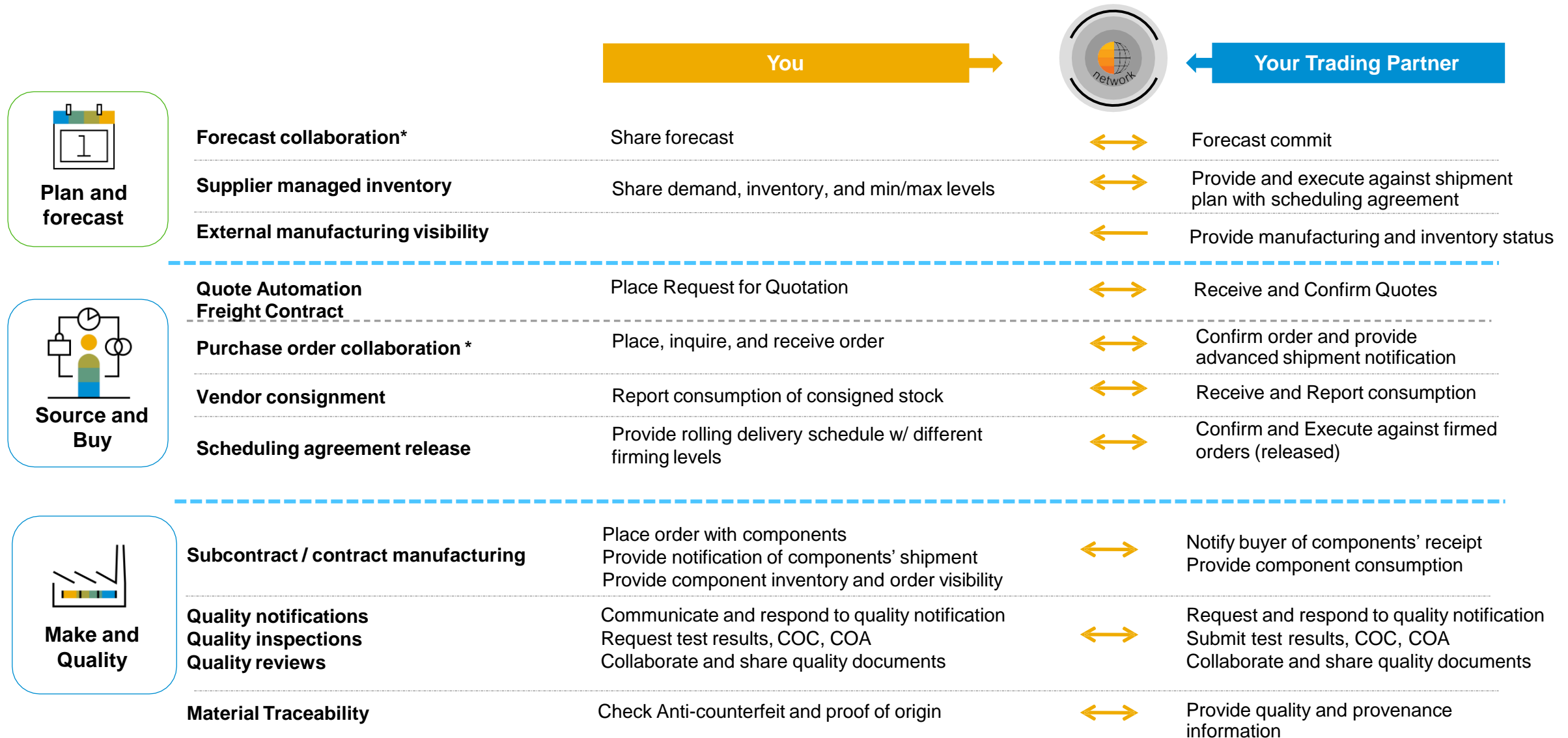
Certifications

- **Green Initiative:** Plan
- **Diversity:** Minority-Owned Business, Women-Owned Business
- **ISO:** ISO 9000 Certified (Quality Management - Fundamentals And Vocabulary)

End-to-End Collaboration



SAP Business Network Collaboration



* **With multi-tier orchestration support**

SAP Business Network Collaboration



SAP Business Network | End to End Collaboration

Automate process flows with two-sided integration and open APIs



SAP S/4HANA
SAP Fieldglass
SAP IBP*

ORACLE

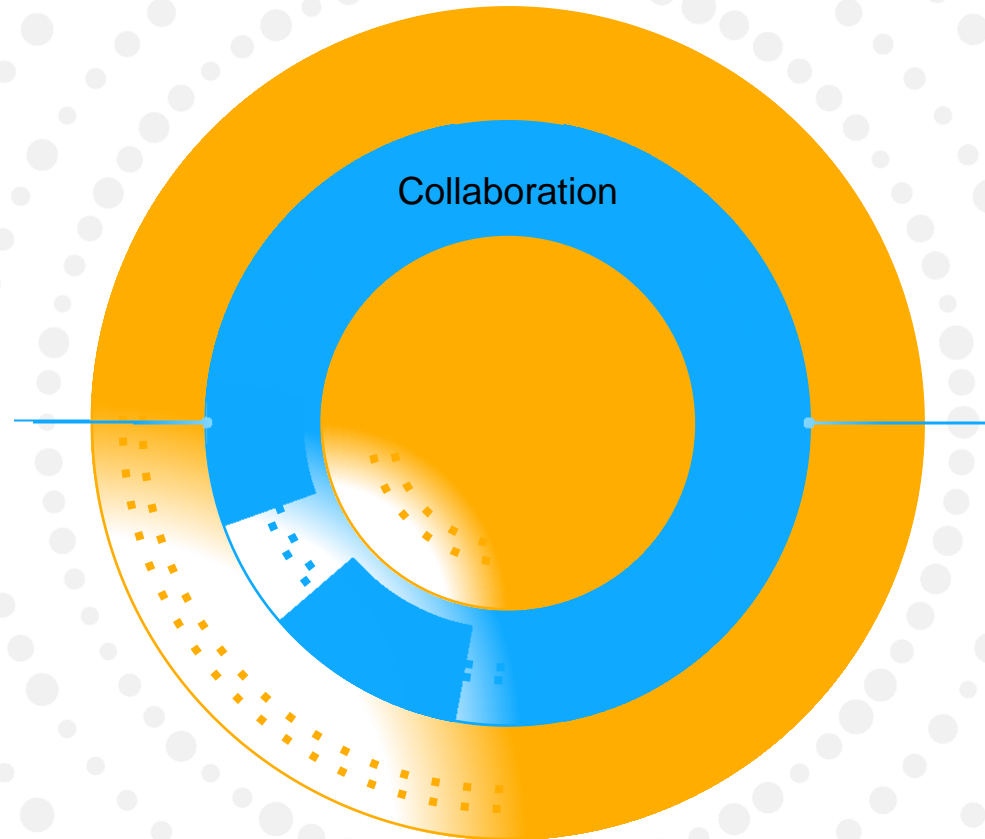
INFOR

PeopleSoft

JDE EDWARDS

LAWSON

Buyers
SAP and non-SAP ERP
Integration
API Based Integration



Trading Partners
SAP and non-SAP ERP
Integration
API Based Integration

EDIFACT

X12

OAGIS

GUSI

EANCOM

PIDX

cXML

UBL PEPPOL

UBL xRechnung

SAPS/4HANA

CIG Add-on
SAP ECC

Non-SAP apps*

Microsoft
Dynamics

intuit
quickbooks

Peachtree
by Sage

SAP Business Network | End to End Collaboration

Extend and enhance processes by connecting into powerful partner extensions

Source-to-Pay



Ship & Deliver



Service & Maintain

Invoice Management

- Sovos
- CloudTrade
- Edicom

Payments & Financing

- Standard Chartered
- Discover
- American Express
- Raistone
- Goldman Sachs
- Barclaycard

Contract Management

- Seiko Epson

Visibility

- Project44
- ClearMetal
- FourKites
- FarEye
- Shippeo

Collaboration

- InstaFreight
- UberFreight
- Project44

Material Traceability

- ScanTrust

Common Digital Twin

- Pix4D
- Hybird

Predictive Maintenance & Service

- DNV-GL

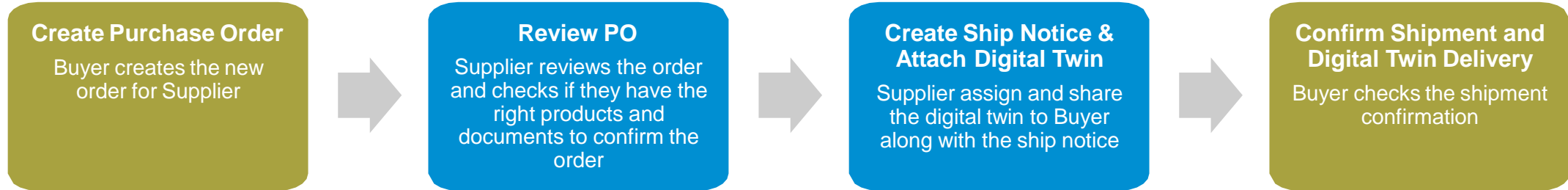
Collaborative Maintenance & Service

- Utopia
- H3Dynamics

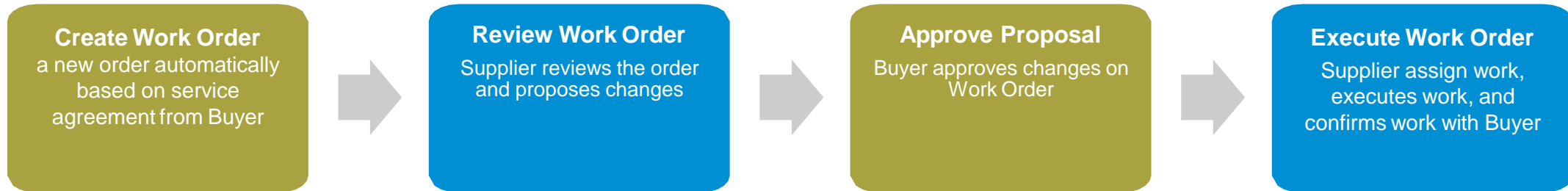
SAP Business Network for MRO

Planned innovations

Equipment Procurement & Digital Twin Handover



Collaborative Maintenance and Service



Buyer

ABC Wind Power

Purchasing Officer, Accounts Payable
Officer/Maintenance Planner



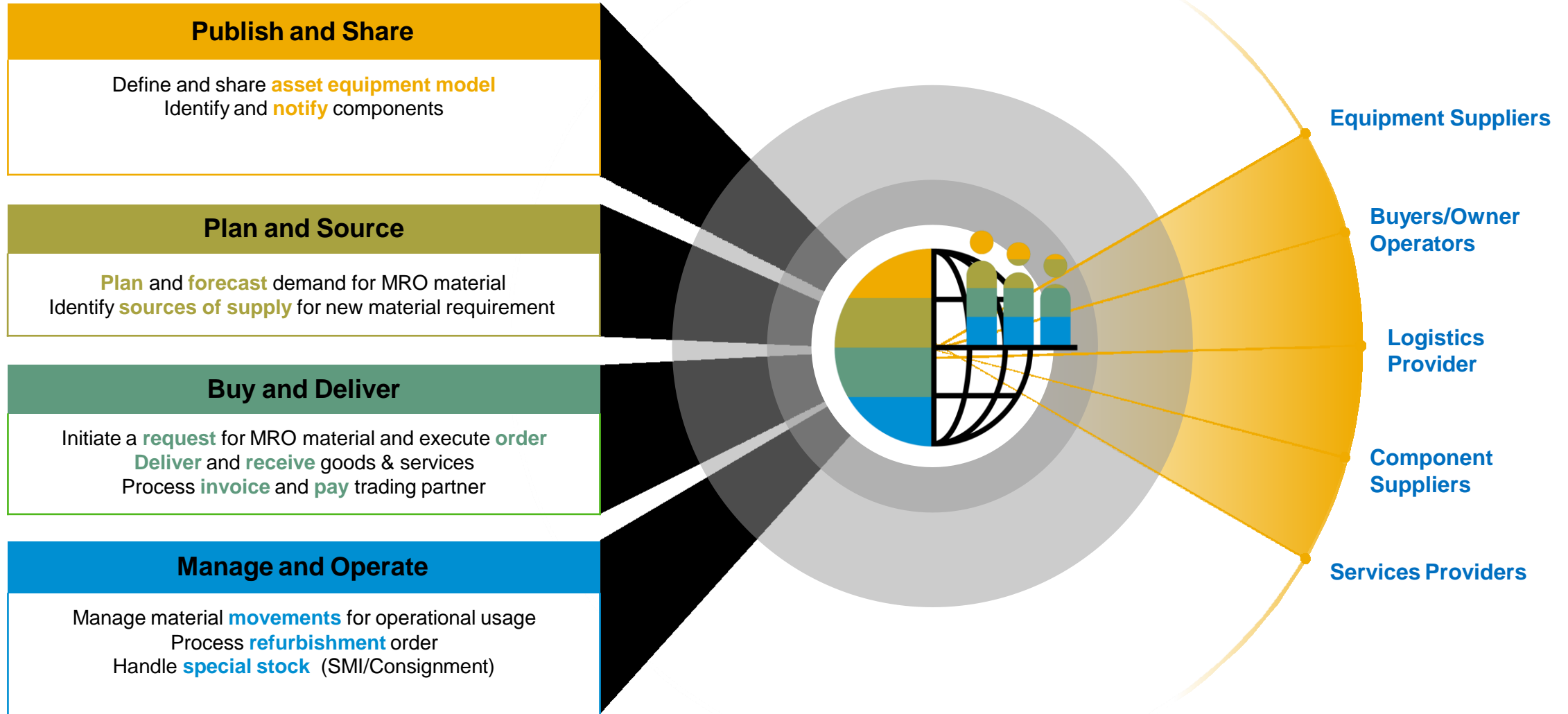
Supplier/Service Provider

Smart Windmill Manufacturer

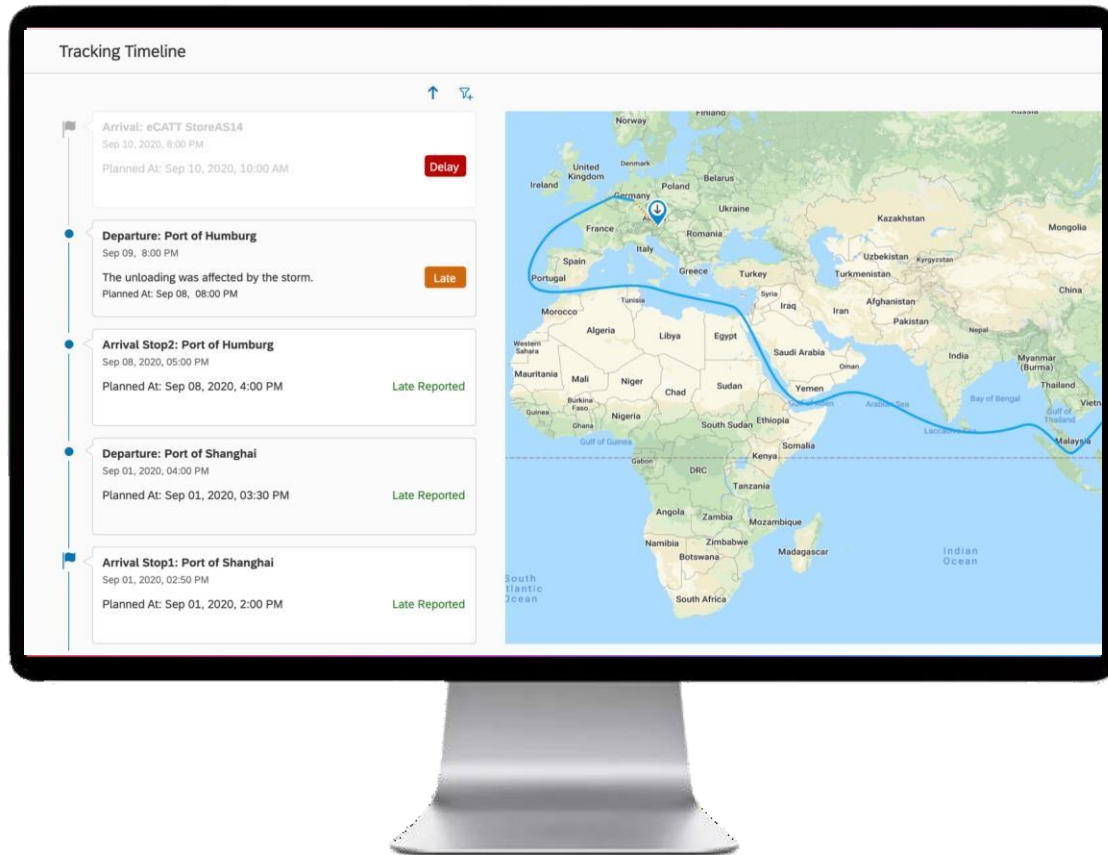
Logistics Execution Specialist/Service Planner



SAP Business Network for MRO



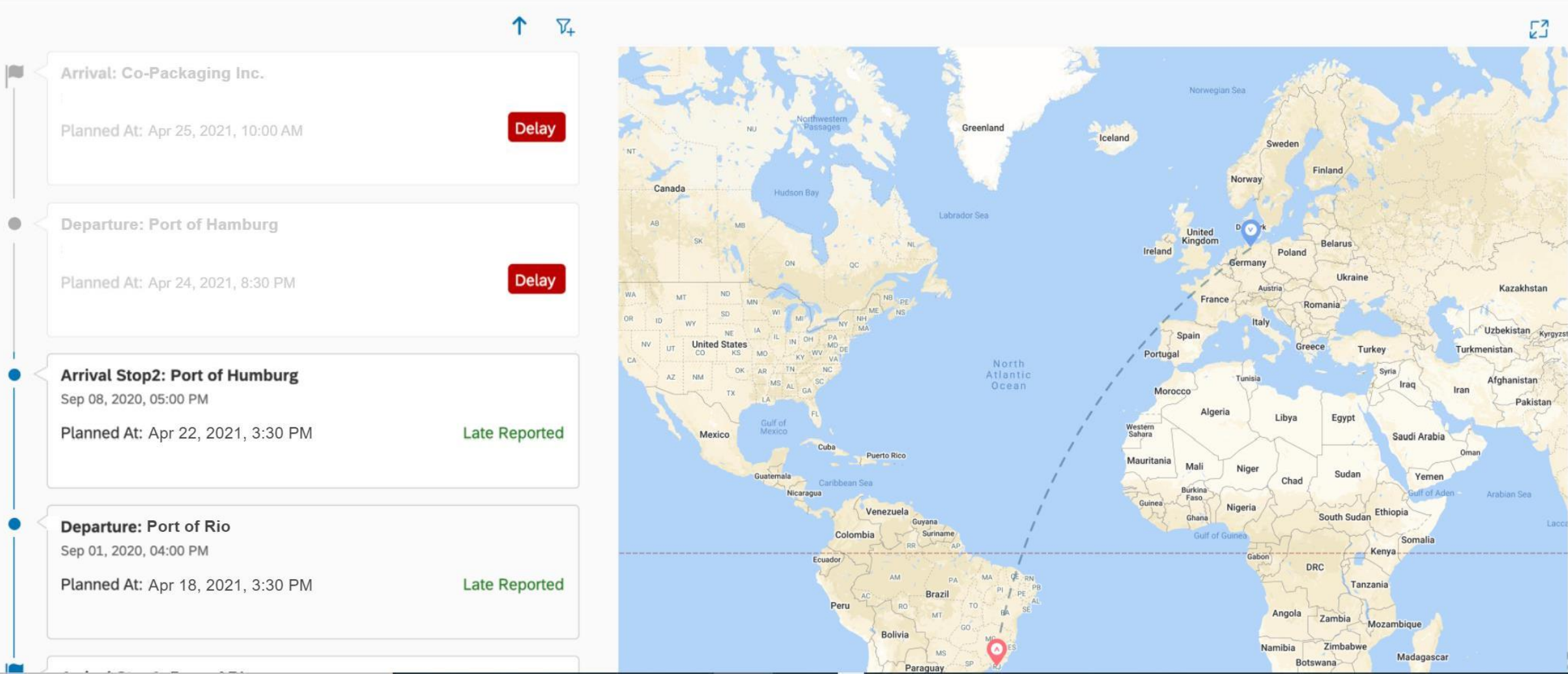
Innovations – eliminate fragmented processes between purchasing and shipping information with real-time **Global Track and Trace** integrated to the purchase order application



- **Lower operational costs** by proactively managing delays / exceptions with real-time tracking of purchase orders and shipments
- **More efficient collaboration** with buyers, carriers, and suppliers communicating in real-time on pick-up time, delivery time, and potential delays
- **Reduction in compliance cost** with insights on supplier / carrier risk score, on time delivery score, and other KPIs

Reference Document Type	Reference Document Id
Visibility Provider	128371729
Shipment information	ASN1119

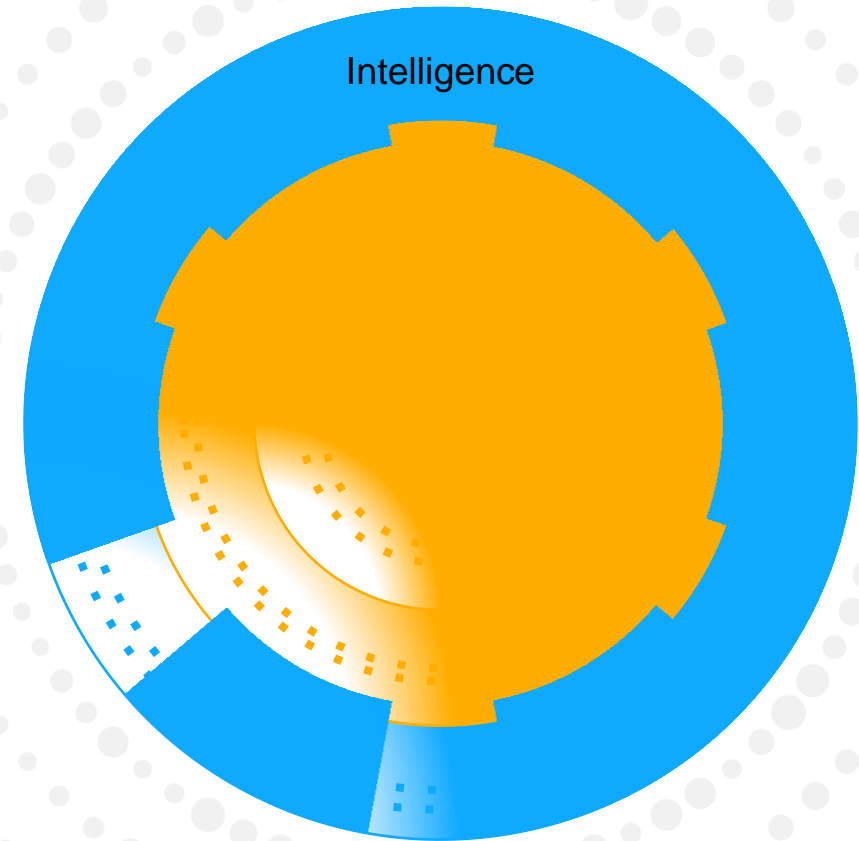
Tracking Timeline



SAP Business Network | Network Intelligence

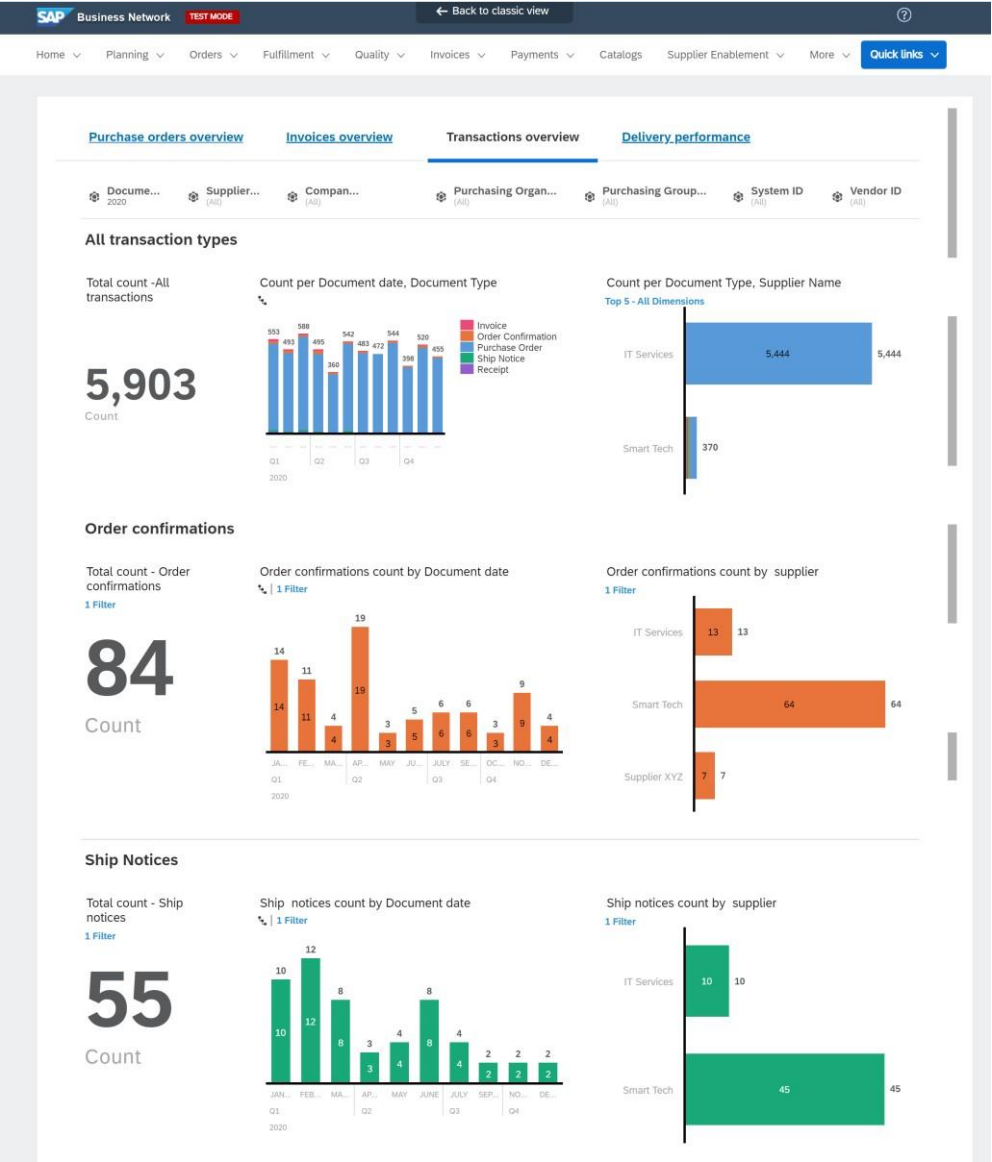
Move beyond reporting to sense and respond to change

- Understand spend trends with embedded analytics
- Benchmark your trading partners on their performance KPIs
- See into your supply chain logistics, in real-time



SAP Business Network Intelligence: *Journey started*

Available functionality: Embedded analytics for buyers



Quick access to analytics on all Network transaction data



Immediately available *out of the box* analytics content



Contextual directly within the network buyer user workspace

Obtain **intelligence** from
your Network
data

Targeted Persona: *Buyer users: Procurement managers, Operational and strategic buyers, supplier onboarding leads*

SAP Business Network Intelligence

Recent functionality: Delivery performance KPI for buyers

Planned innovations



Out of the box Delivery evaluation and On time / In full % KPI calculation

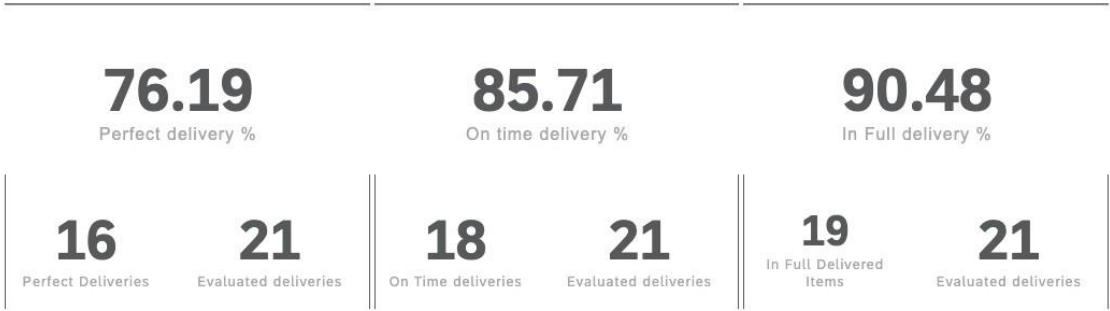


Collaborative performance analysis lets suppliers understand which deliveries fell short of expectations



Multi-dimension root cause analysis to see performance trends over time , by supplier, business area

Supply chain delivery attainment



	Perfect %	Perfect % Monthly change	On time %	On Time % Monthly change	In Full %	In Full % Monthly change	Total Items	Evaluated deliveries	Evaluated Items %
CMX Tech	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	10	1	10.00 %
Digi Emea	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	1	1	100.00 %
LEA Corp.-TEST	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	17	8	47.06 %
Maxprint	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	9	3	33.33 %
Eurolabs Company	60.00 %	60.00 %	80.00 %	80.00 %	80.00 %	80.00 %	14	5	35.71 %

Improve your

supply chain reliability

with collaborative performance monitoring

Available in Early Access Mode currently

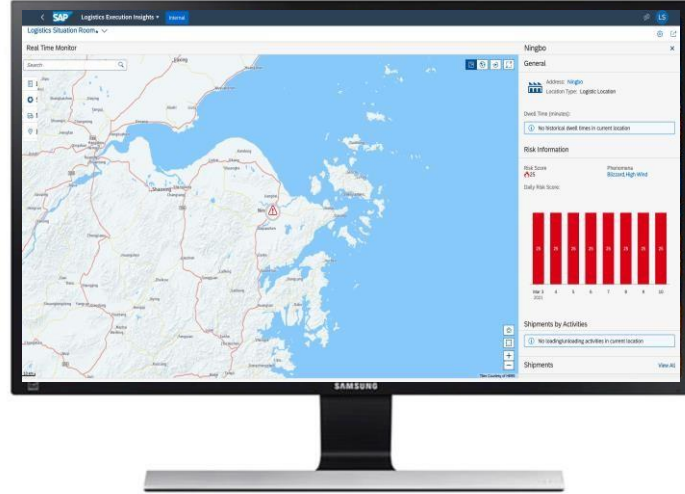
SAP Business Network Intelligence

Available functionality: Logistics Insights



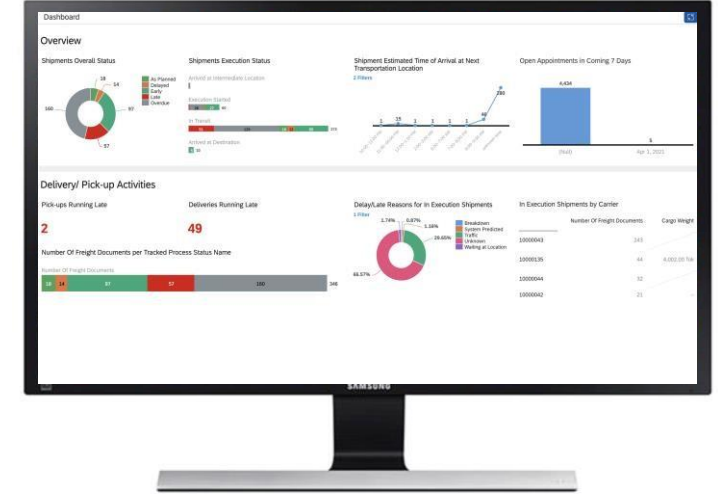
Real Time Monitor of Global Cargo movements

- Delay Alerting across connected modes of transport and geographies
- Functions as a global logistics situation room



Supply Chain Risk alerting

- Operation Risk for Transportation Network
- On Time Risks for In-transit Shipment*
- Real Time Integration to Transportation Risk Data Provider



Performance Analytics

- On time status overview on incoming/outgoing shipments
- Proactively prevent missing dock appointments
- Flexibility to create personalized dashboards
- Transportation Execution Performance Insights

Search

> Legend

> Shipment Status

☐

☒

 As Planned

☐

☒

 Early

☐

☒

 Delay

☐

☒

 Late

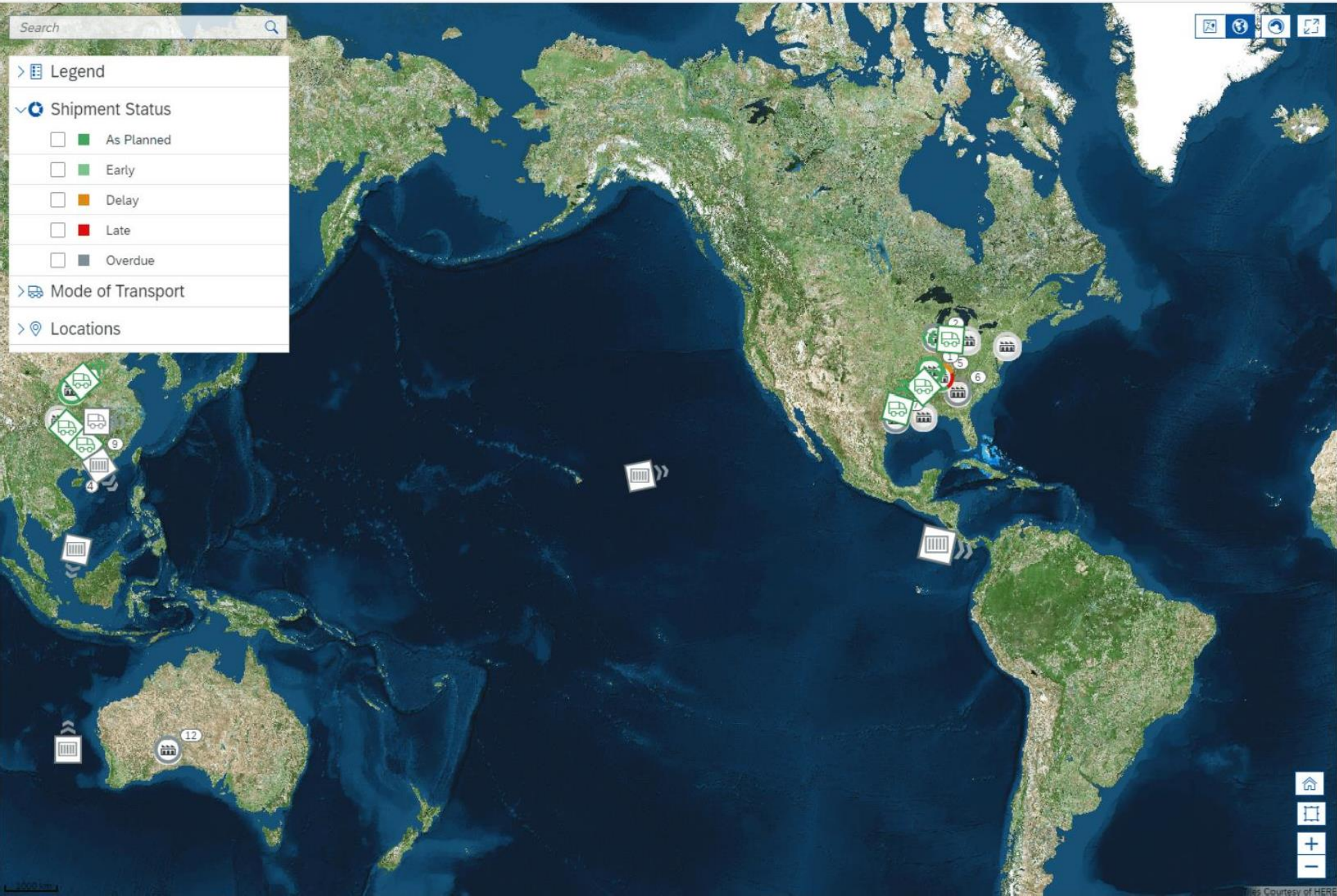
☐

☒

 Overdue

> Mode of Transport

> Locations



Container ICN5686498

General

License Plate Vessel ID VES160987

Carrier Six Feet Ocean

Current Stage

From: Guangzhou Port

To: Port of Houston Un

Voyage Number: VOY5686483

Last Reported Event: Geo Location Update

Risk Information

Risk Score

Phenomena

Shipments

Document ID

Carrier Name

Last Reported Event

Process Status

1605686492

Six Feet Ocean

Geo Location Update

Overdue

Freight Booking

The journey has started – Key innovations planned*

■ Unified

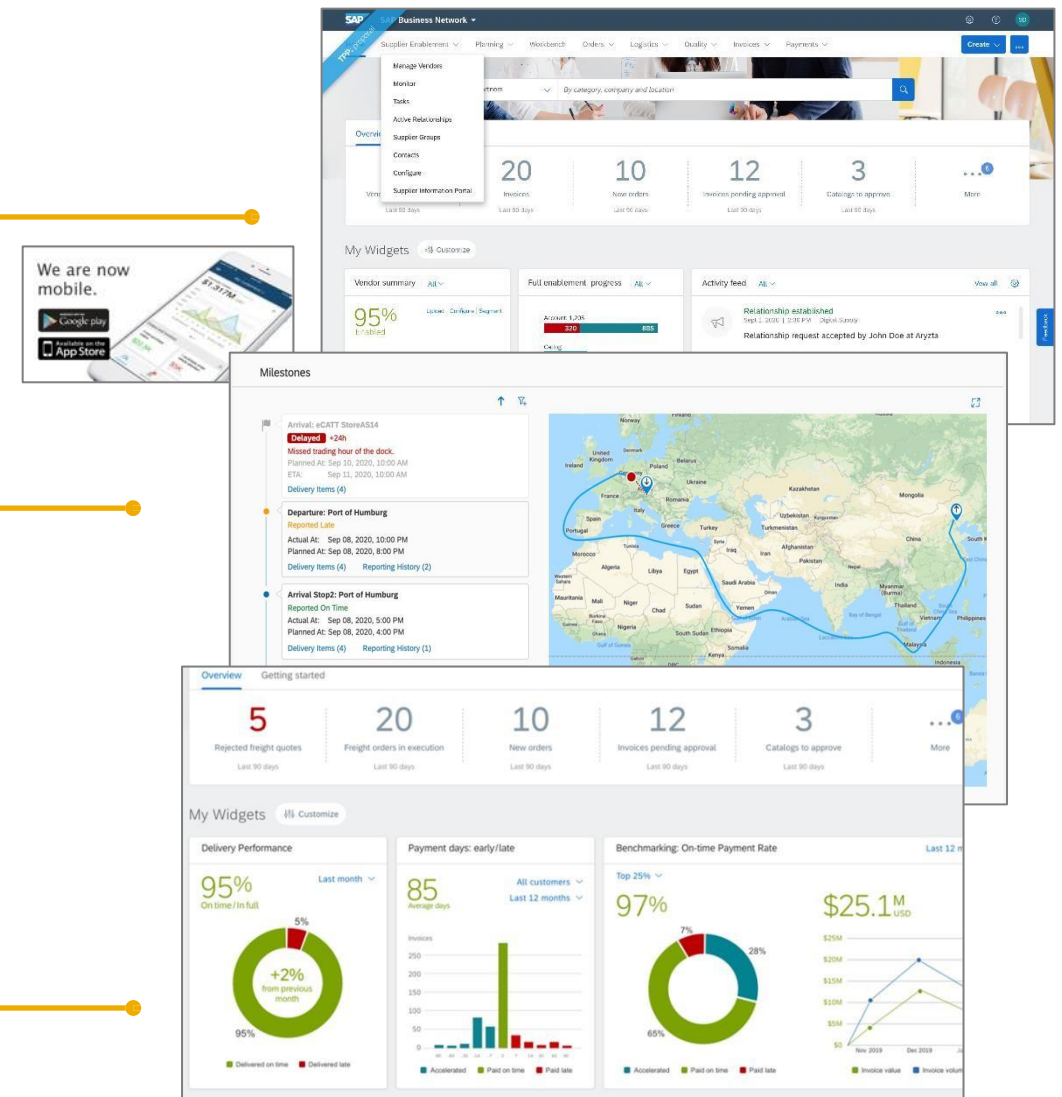
- Unified Trading Partner Experience
- Touchless mobile registration
- Global network org profile enabling search and discovery of trading partners

■ Collaborative

- “Where is my order?” – Purchase order tracking
- Collaborative work order: AIN & SAP Fieldglass solutions
- All invoices and payment portal
- Stock transport order and MRP exceptions collaboration
- Supplier financing

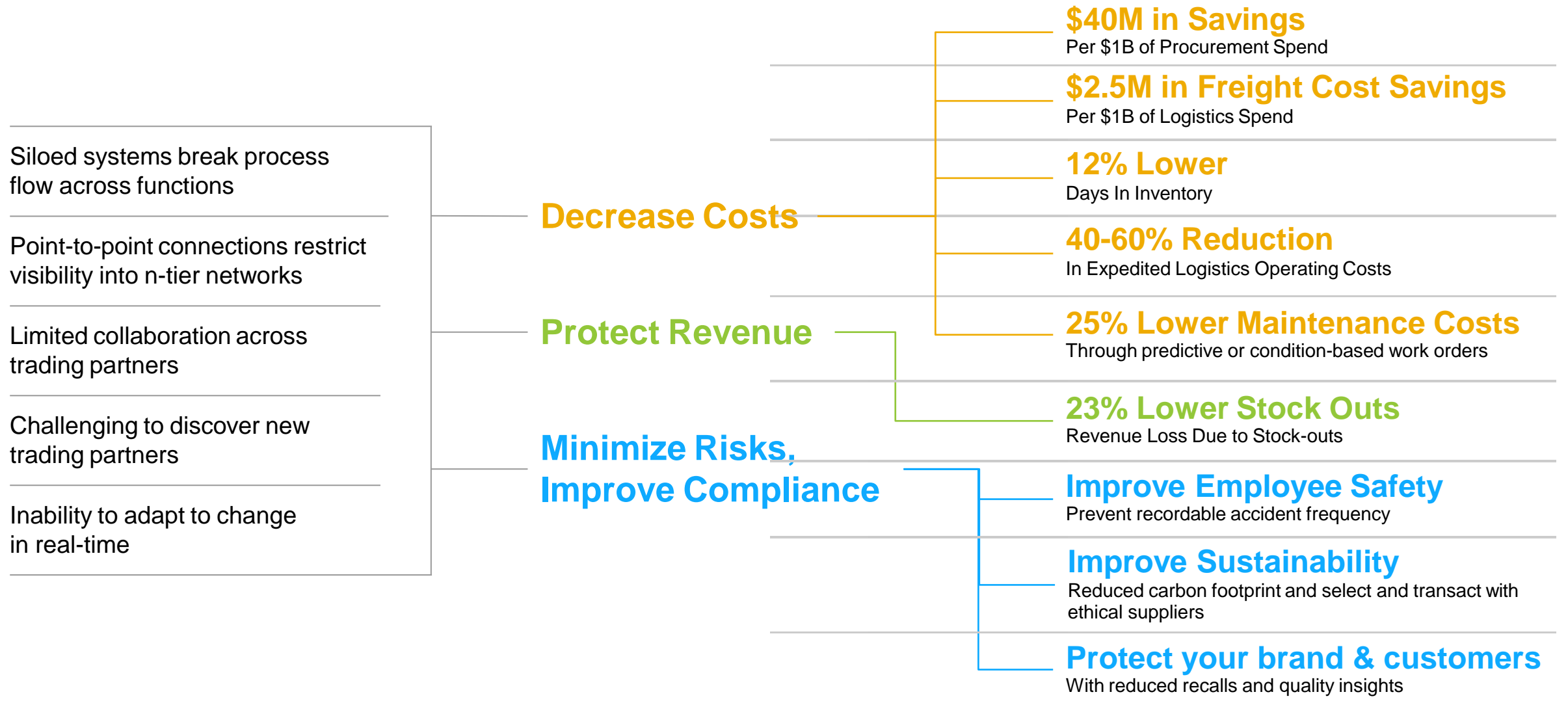
■ Intelligent

- Logistics execution insights
- Spend trends for Procurement
- Supplier on-time payment rate benchmarking



[Learn more at the SAP Road Map Explorer](#)

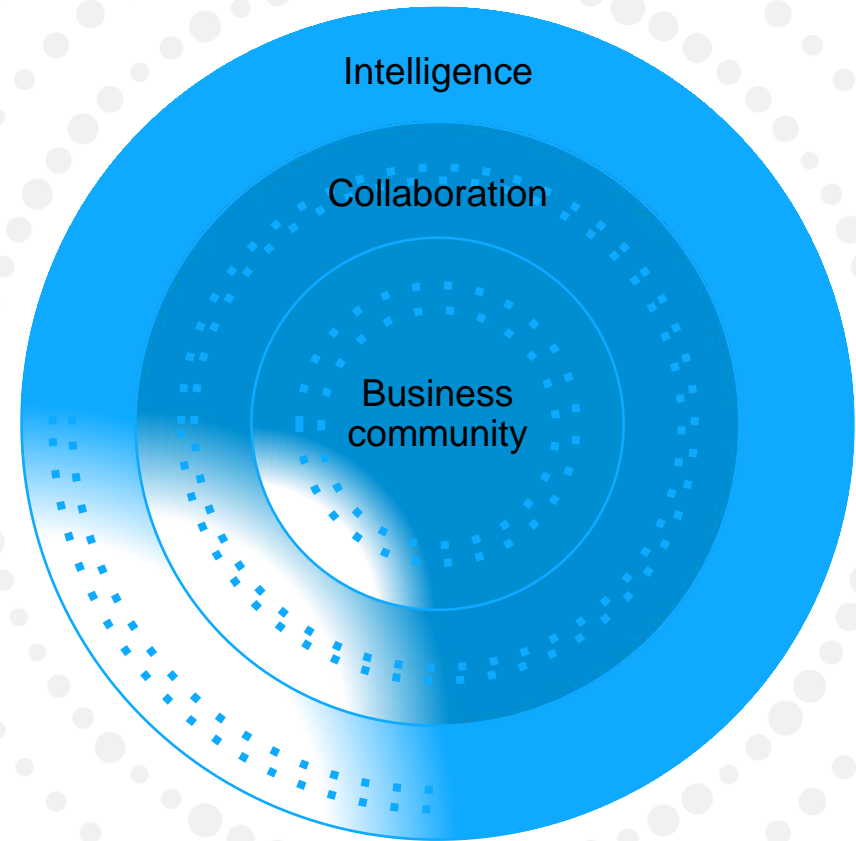
The value of SAP Business Network for your business



¹ SAP Performance Benchmarking

SAP Business Network

Unified, collaborative, and intelligent



Thank you.

Contact Information:

Vishnu Arcot

GTM Lead, SAP Business Network

vishnu.arcot@sap.com

404-450-2480

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Taking Control of Your Services Spending

Bring the same procurement precision to complex services.

Amanda Slevar SAP
September 15th, 2021

PUBLIC

What Categories of Services Typically Benefit from Active Management?

Sample

Active Management

SAP Fieldglass 

Information Technology

IT temporary labor,
Project-based services,
IT break-fix

Marketing

Clinical Services

R&D/Operations

Engineering services Equipment
rental
Maintenance services
Clinical trials management

Temporary Labor Sources

Administrative,
Light industrial
Call centers

Professional & Consulting Services

Management consulting Project
consulting
Accounting
Legal

Human Resources Management

Training services
Health

SAP Ariba 

Logistics

Transportation
Courier/Mail
3rd Party

Fleet Mgmt

Print, Office

Telecom

Equipment

Facilities Management

Waste management
Landscaping
HVAC and other equipment
Utilities
Lawn Maintenance

Utilities

Warehouse

A woman with dark hair tied back is sitting at a desk, looking intently at a laptop screen. She is wearing a dark t-shirt with a graphic that includes the letters 'SUN' and '75'. Her hands are on the keyboard. The room is dimly lit, with light coming from large windows in the background, creating a soft glow. The overall mood is focused and professional.

We've seen what really matters.

A woman with dark hair tied back, wearing a dark t-shirt, is sitting at a desk and looking intently at a laptop screen. The background is a blurred office environment with large windows and wooden structural elements.

We've seen what really matters.

Speed and flexibility are fundamental.

Risk management is vital.

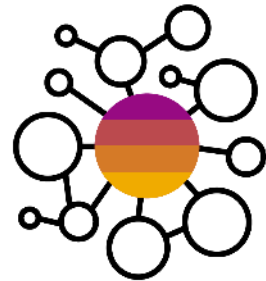
Cost control is increasingly critical.

42% of workforce spending is on the external workforce.

Because the external workforce can help restart and sustain momentum.



You can quickly bring on skills, capacity, and expertise.



You can create speed and versatility for the business.

**But it's a growing area of spend
that needs to be *well-managed*.**

This is unlike other categories of spend.

Focus on effectively managing the people delivering the service.

Who: Relevant skillsets, experience, and tenure.

What: Project scope, deliverables, and changes.

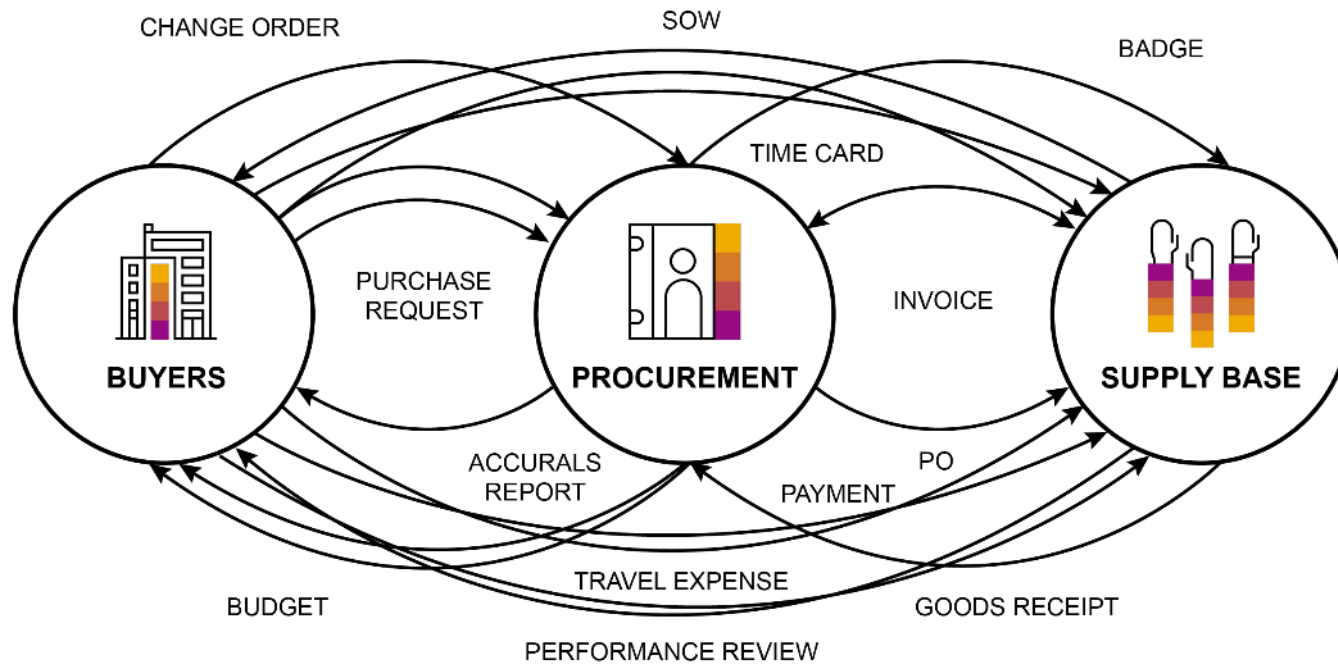
Where: Systems, sites, and facilities access.

When: Timelines and deadlines.

How: Cost, payments, market-based rates, and tax requirements.



Engaging Talent & Services Suppliers in **the Analog World**

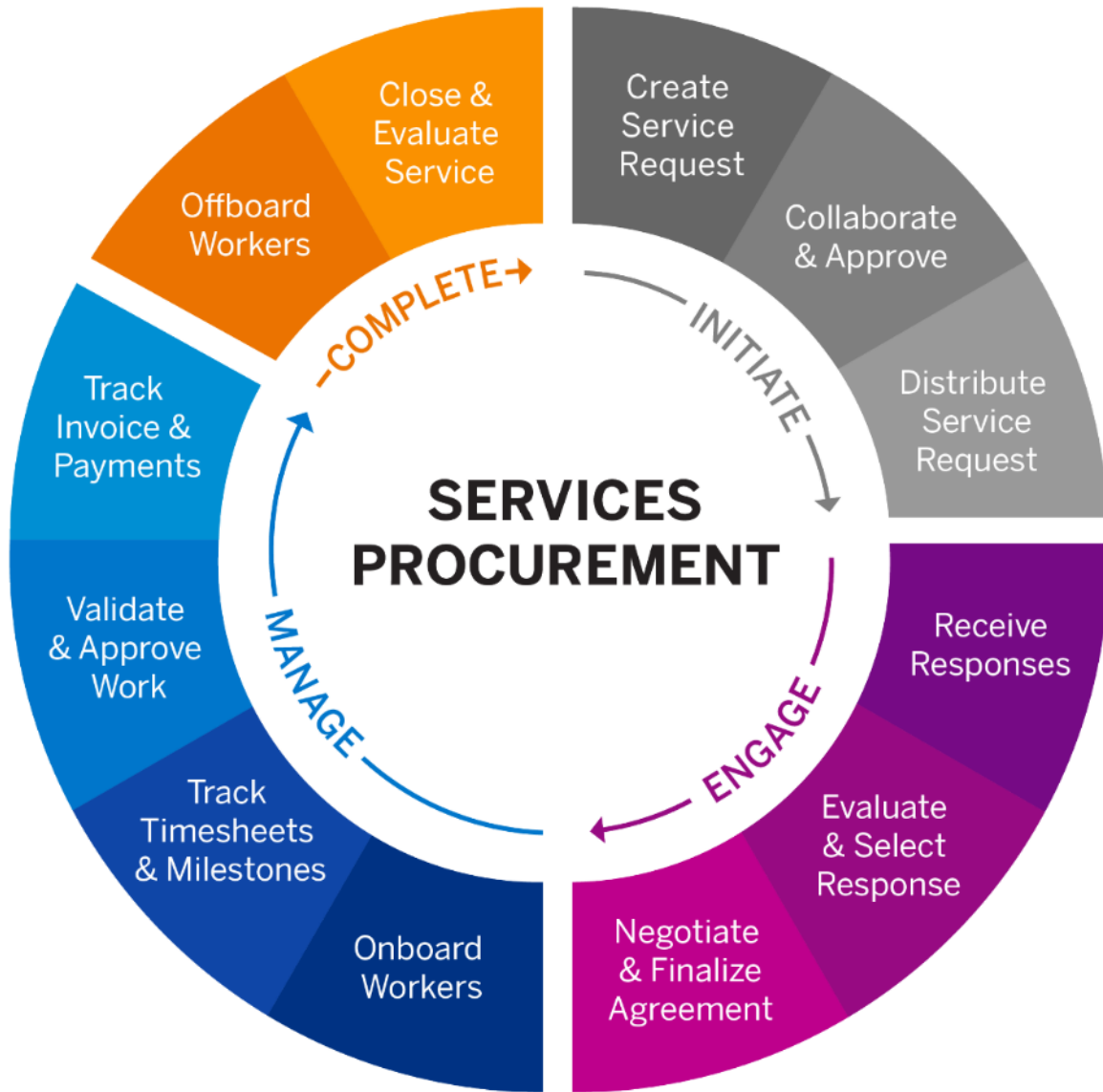


- **Ineffective** Demand Management
- **Burdensome** Invoice Reconciliation
- **Rogue** Spend
- Disjointed Data And **Manual** Reporting
- Contractor **Compliance Risk**
- Manual SOW Development
- Limited Spend **Visibility**
- Payment **Errors**
- **Non-operational** MSAs
- **Unmanaged** Supplier Activity





Focus on **effectively engaging and actively managing** the people delivering the services.



Bring it all together with SAP Fieldglass.

Initiate requests: Efficiently create service requests and collaborate with stakeholders.

Engage vendors: Compare responses and negotiate agreements.

Manage projects: Onboard workers, validate work and generate payments.

Complete services: Promptly offboard workers and evaluate performance.



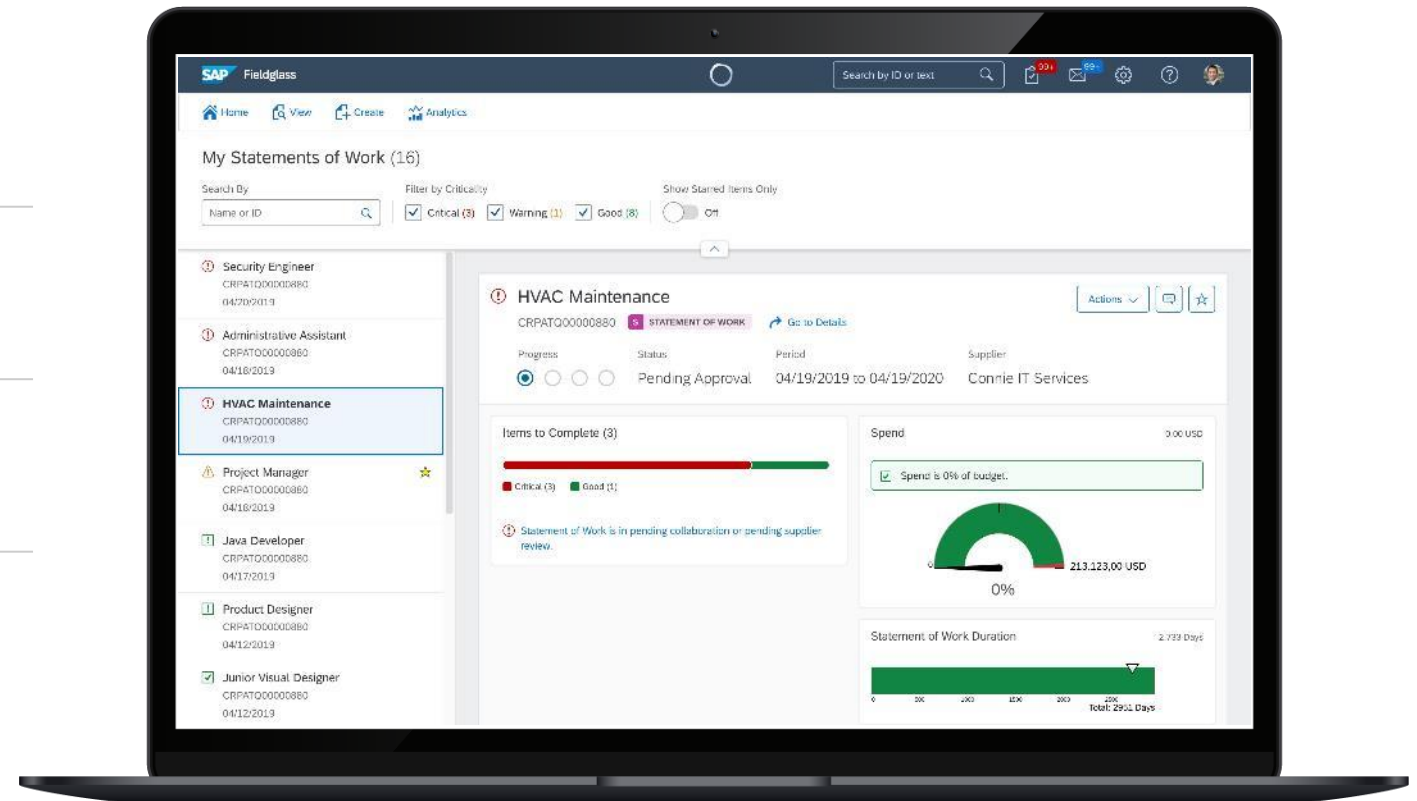
Visibility to improve cost control and results.

Stay on top of deadlines, deliverables, and quality.

Ensure pricing for each project matches negotiated terms.

Track performance and improve selection decisions.

Get full transparency into individual costs and spending by team, project, and more.





Flexibility to increase speed and productivity.

Tailor terminology and process flows to increase speed and reduce complexity.

Use AI-enabled chatbot and decision wizards to enhance the user experience.

Mobile applications to reduce cycle times.



Confidence to manage compliance and security risks.



Automatically apply local taxes, languages, pay rates, tenure policies, and more.



Manage external workforce in 180 countries with one solution.



Automate bidding and selection to protect budgets.



Review and track classifications, certifications, and training to reduce liability.



Protect your data, IP, and access to systems and facilities.

SAP Fieldglass makes it possible.

Here's what it takes to make the most of your external workforce.



Visibility to improve cost control and results.



Flexibility to increase speed and productivity.

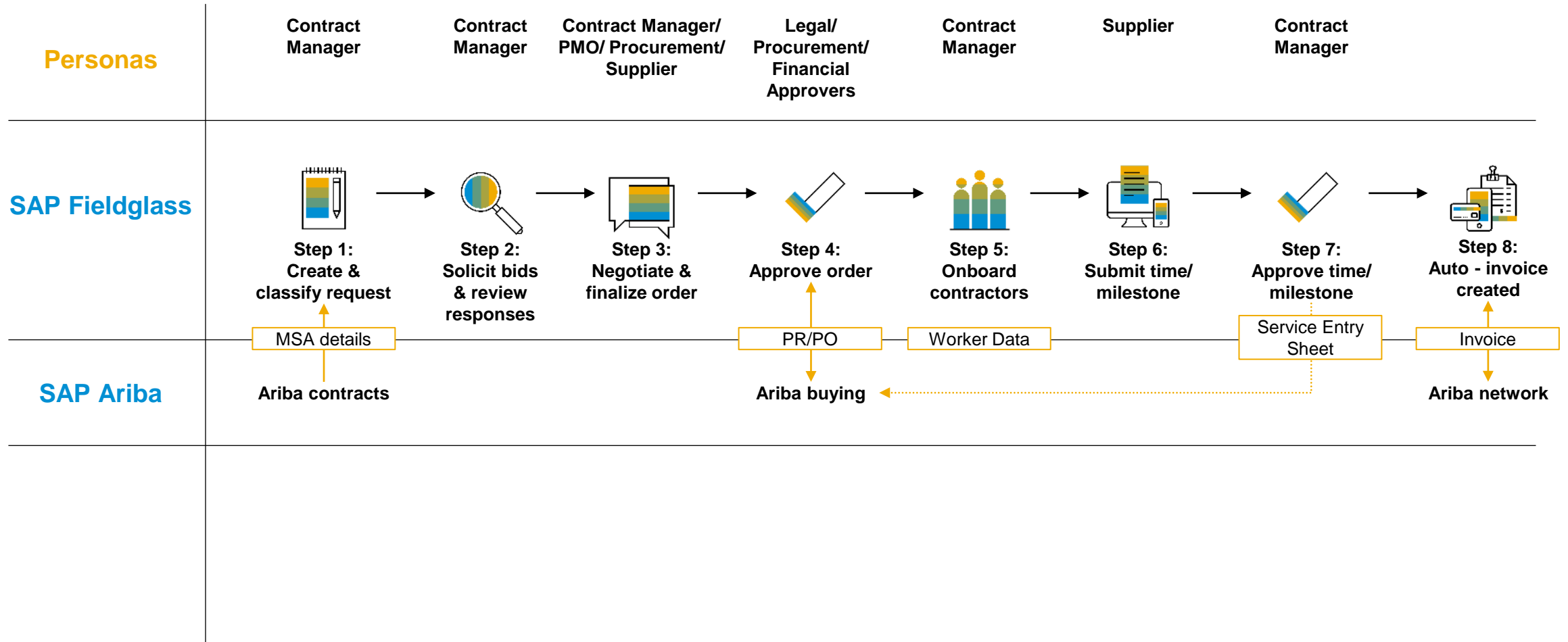


Confidence to manage compliance and security risks.

Managing the External Workforce



Integrated workflow



AI / ML / RPA

In-app Assistant provides guidance to new users when and where they might need it.

The screenshot displays the SAP Fieldglass user interface for a user named Todd Norris. The interface includes a sidebar with navigation options like Home, View, Create, and Analytics. The main content area shows various dashboards and lists, including 'My Workers (29)', 'My Statements of Work (19)', and 'Job Postings with Recent Activity'. An in-app assistant overlay is visible on the right side, providing guidance and assistance. The assistant's interface includes a search bar, a list of items, and a chat window with a user named Mitchell Allie. The chat window shows a conversation about extending a worker and revising the name of the worker.

SAP Fieldglass Release Communication - Click here to see what's new

My Workers (29)

- Critical (0)
- Warning (0)
- Good (29)

My Statements of Work (19)

- Critical (0)
- Warning (0)
- Good (19)

Job Postings with Recent Activity

- Product Manager TCN2JP00000027
Next Step: Supplier submits Job Seeker. 0 submitted
- Product Manager TCN2JP00000026
Next Step: Requestor creates the Job Posting.

In-app Assistant Chat:

Hello Todd! What can I help you with?

Click the help icon to learn more about the actions I can assist you with.

I need to extend a worker

What is the name of the Worker that you would like to Revise?

Allie

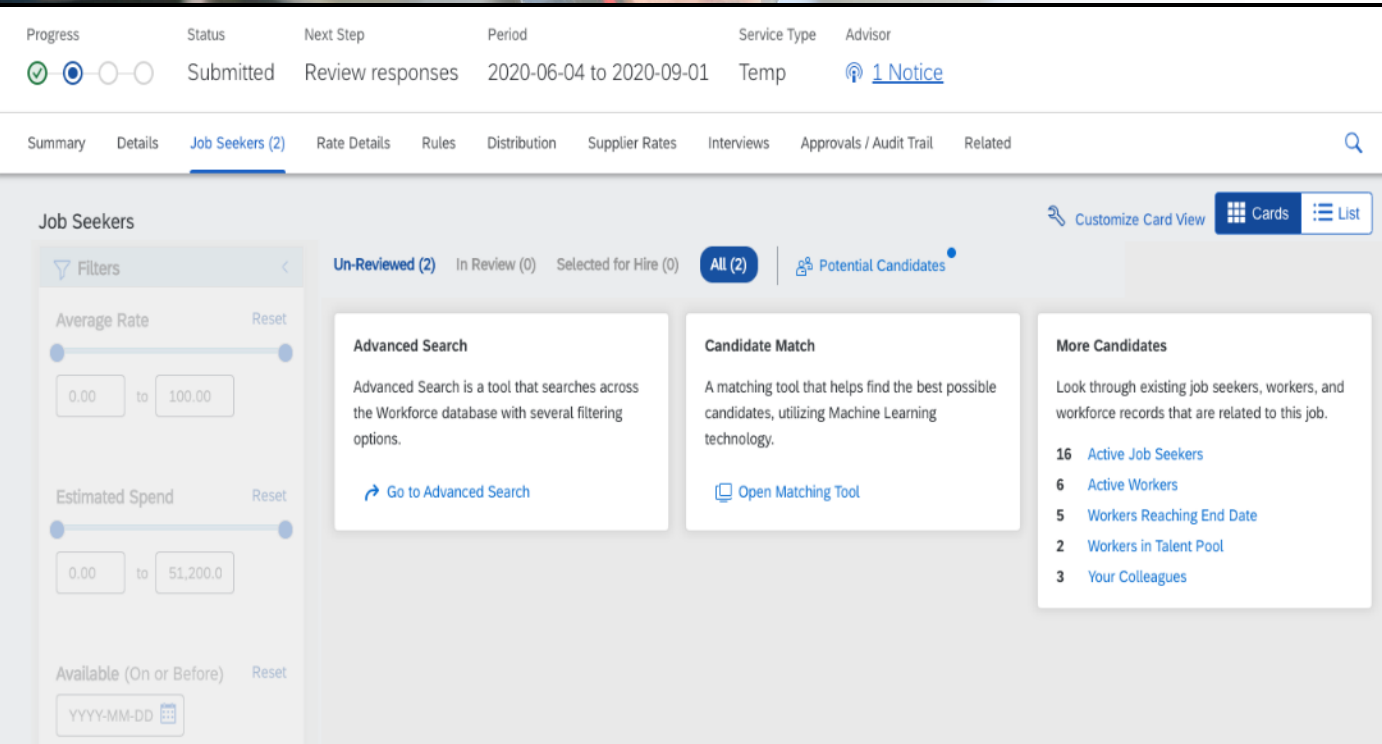
Mitchell Allie

Enter the new end date please MM/DD/YYYY.

11/30/2020

REQUEST REVIEW ASSIGN ONBOARD

Intelligence



The screenshot displays a software interface for managing job seekers. At the top, there's a navigation bar with tabs: Progress, Status, Next Step, Period, Service Type, and Advisor. Below this, a filter bar shows 'Submitted', 'Review responses', '2020-06-04 to 2020-09-01', 'Temp', and '1 Notice'. The main section is titled 'Job Seekers' and includes a sidebar with filters for 'Average Rate' (0.00 to 100.00) and 'Estimated Spend' (0.00 to 51,200.0). The main content area shows 'Un-Reviewed (2)', 'In Review (0)', and 'Selected for Hire (0)' counts, along with an 'All (2)' button and a 'Potential Candidates' link. Three panels are visible: 'Advanced Search' (describing a tool for searching the workforce database), 'Candidate Match' (describing a tool for finding the best possible candidates using Machine Learning), and 'More Candidates' (listing 16 Active Job Seekers, 6 Active Workers, 5 Workers Reaching End Date, 2 Workers in Talent Pool, and 3 Your Colleagues).

Quickly Find the
Right Worker



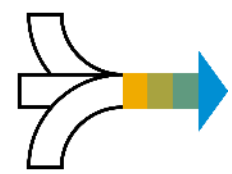
Best Matching
Candidates

Gain New Insights



O*NET
Recommendations

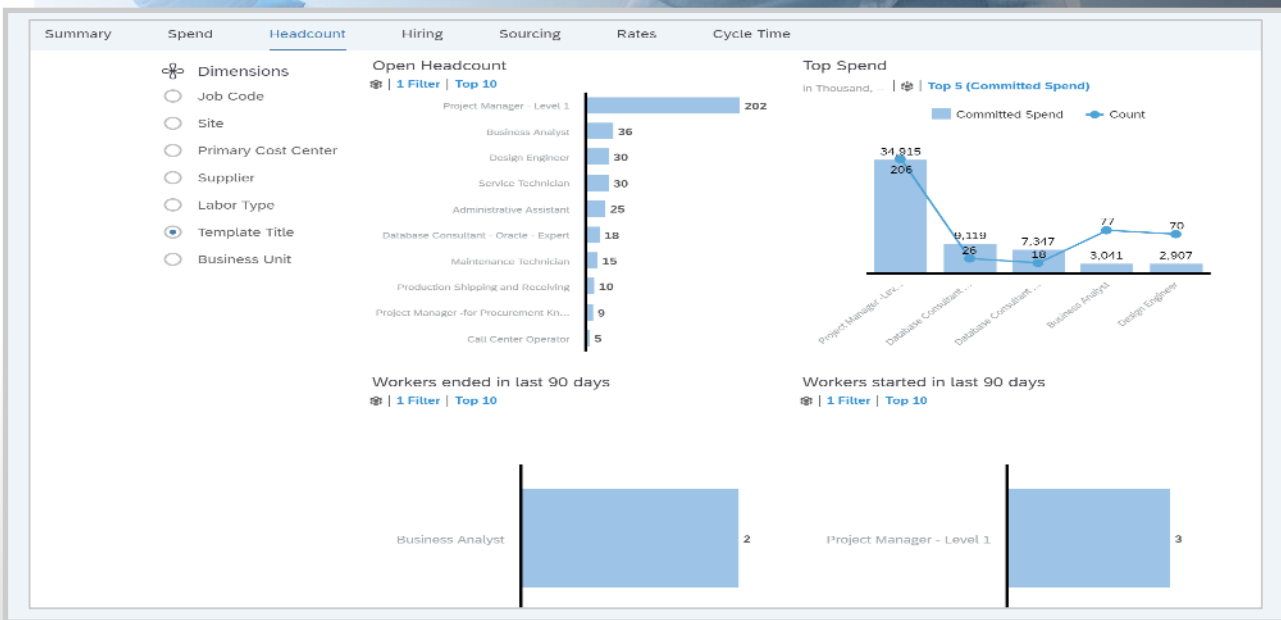
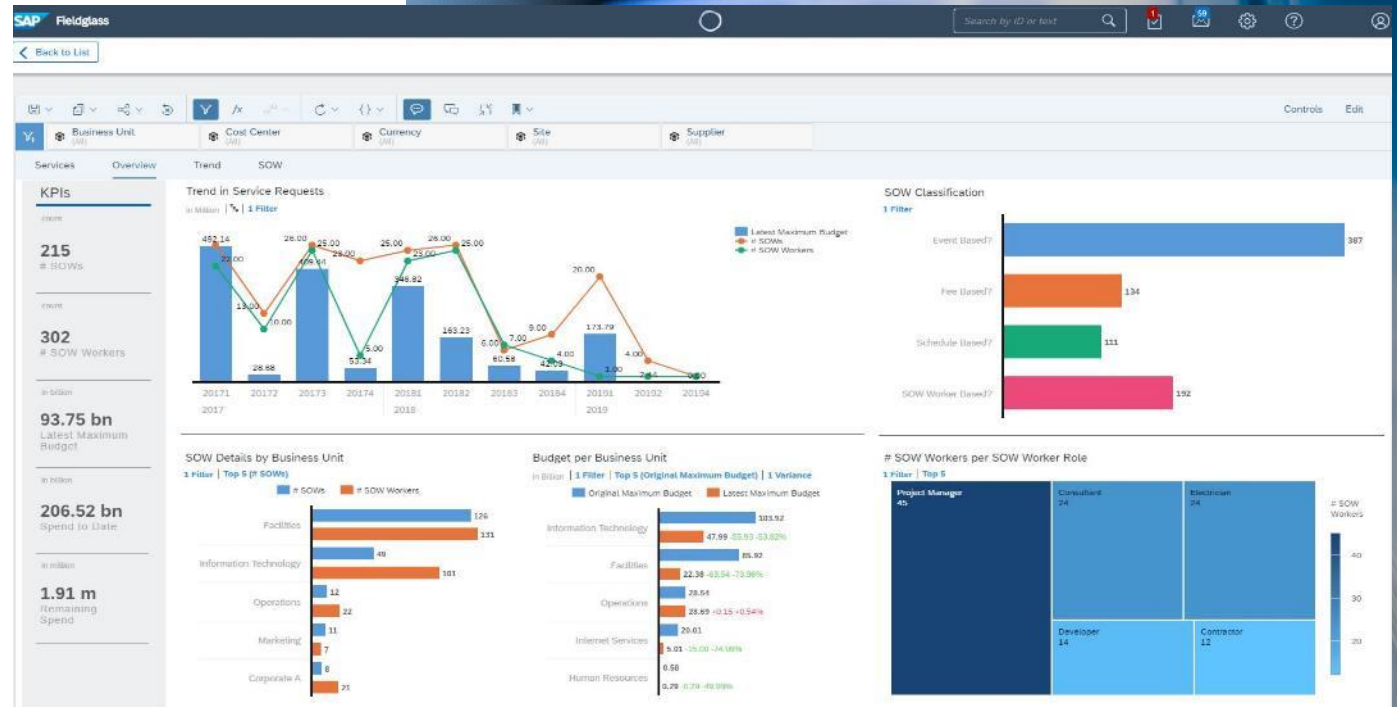
Analytics



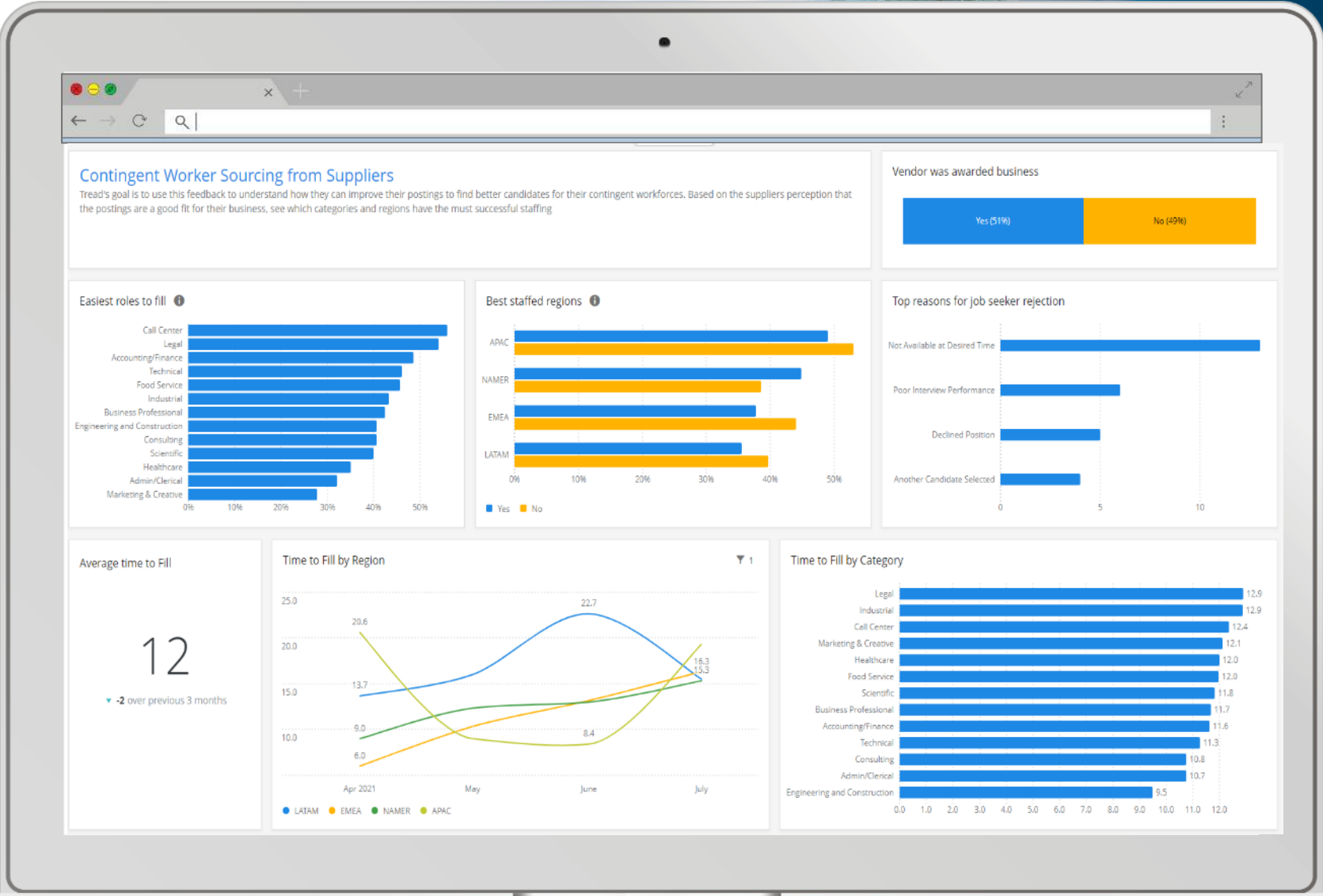
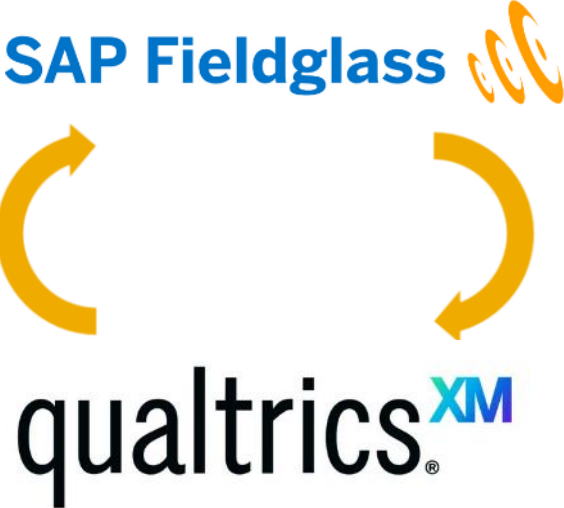
Benchmarking



Intelligence



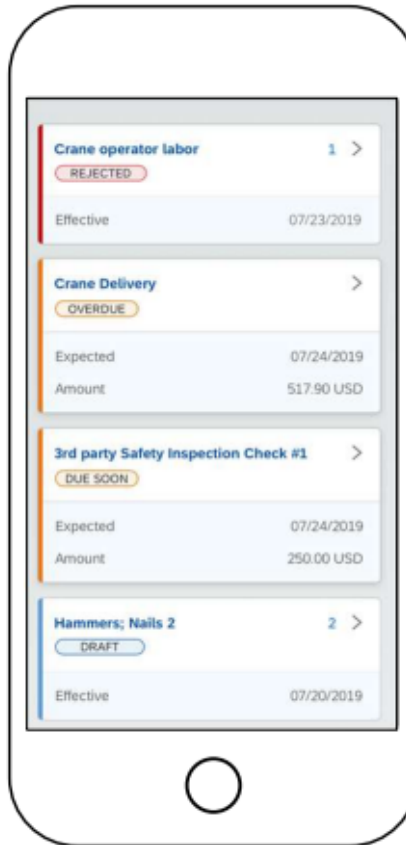
Qualtrics Integration



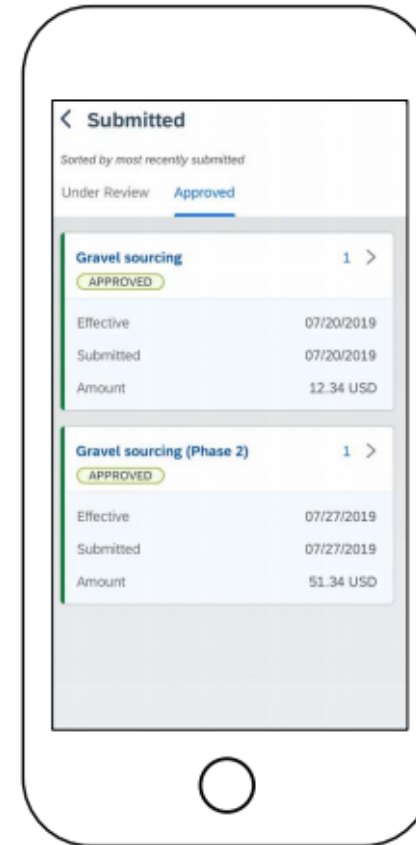
SAP Fieldglass Service Orders Mobile App

Easily track tasks and progress in the field.

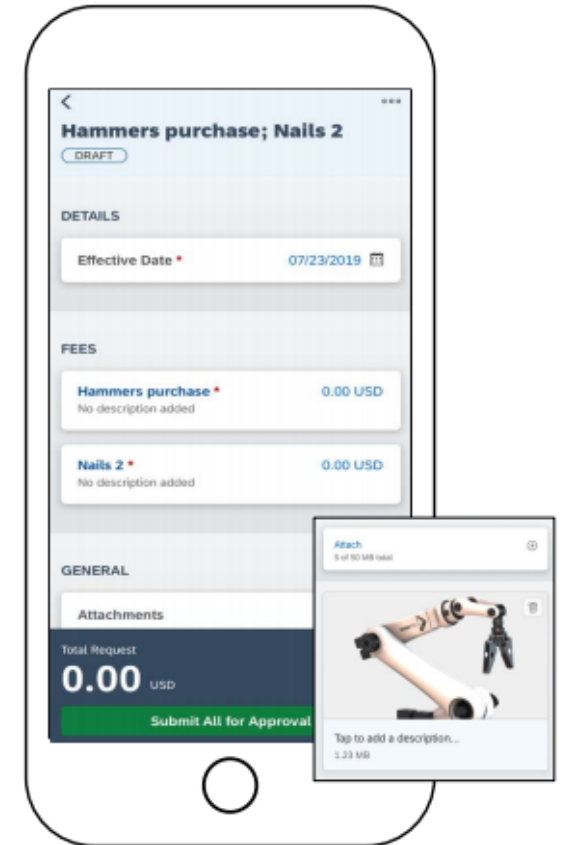
Designed for external workers located out in the field, this mobile app makes it possible to view and record the completion of tasks on an immediate basis



View work items and tasks sorted by status and expected completion date



Mark items complete as work gets done and track payment

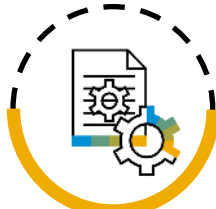


Attach and enter a description of supporting documents, such as photos and receipts, to show that work was completed or supplies were purchased

Assignment Management



Assignment
Management



Time
Processing

- Easily add large volumes of workers
- Assign him / her to any number of jobs
- Ensure appropriate onboarding / certifications
- Integrate time from badging systems
- Automatically round time based on business rules
- Allocation of time to multiple cost collectors
- Enforce appropriate rates and pay rules
- Manage Daily time and service entry sheets

The screenshot displays the SAP Fieldglass interface. On the left, the 'Resources' section shows a list of workers with filters applied. The main panel shows the 'Allocate Time Bundle' for Sean Gibson (003-1079) on 5/18/2020, with a total time of 10:00. The interface includes a table of time records and a section for time bundle allocation with dropdowns for agreement, PO line item, work order, and job code.

Resource	Status	Time Bundle Start Date
Sean Gibson 003-1079	Allocate Time	05/18/2020
Ophelia Reyes 003-1078	Allocate Time	05/18/2020
Cody Reese 003-1078	Allocate Time	05/18/2020
Joshua Farmer 003-1078	Allocate Time	05/18/2020
Caleb Perez 003-1078	Allocate Time	05/18/2020
Johnny Gilbert 003-1078	Allocate Time	05/18/2020

Time Record ID	Time Event ID	Time Event Type	Timestamp (Rounded)	Total Time
TR969856				06:30
	TEID123563	Clock In	5/18/20 06:00	
	TEID123564	Clock Out	5/18/20 12:30	
TR969857				01:30
	TEID123565	Clock In	5/18/20 12:30	
	TEID123566	Clock Out	5/18/20 14:00	
TR969858				02:00
	TEID123567	Clock In	5/18/20 14:00	
	TEID123568	Clock Out	5/18/20 16:00	

#	Agreement ID	PO Line Item	Work Order	Job Code	Time Allocated
Straight Time ROCIP Billing					08:00
1	Select Agree...	Select PO Line Item	Select Work Or...	Select Job Code	08:00
Allocate Further					
Overtime ROCIP Billing					02:00
1	Select Agree...	Select PO Line Item	Select Work Or...	Select Job Code	02:00
Allocate Further					
Add Rate Category					

Thank you.

Contact information:

F name L name

Title

Address

Phone number

Partner logo

THE BEST RUN 

Program **Apple**

Astellas Global Procurement transformation Journey

MANAGING THE COMPLEXITIES AND DELIVERING RESULTS



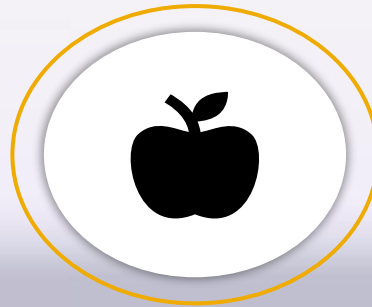
Innovate. Integrate. Accelerate.



AGENDA



Introductions



- **Procurement**
Transformation Journey
 - ✓ **Project Goals And Objectives**
 - ✓ **Project scope**
 - ✓ **Project Timelines**



**Global Design
Approach**



Q & A

ABOUT ASTELLAS

Formed in 2005 with the merger of Fujisawa and Yamanouchi (two of Japan's largest and most respected pharmaceutical companies), Astellas is committed to turning innovative science into medical solutions that bring value and hope to patients and their families. We are focused on addressing unmet patient needs and conducting our business with openness and integrity.

Today, we continue to enhance our capabilities to deliver innovative medical solutions in urology, oncology, immunology, nephrology and neuroscience, our core therapeutic areas. Additionally, we are advancing new therapeutic areas, including muscle disease and ophthalmology, and new technologies and modalities, such as next-generation vaccines and regenerative medicine.

Disclaimer Language

The speaker is a paid employee of Astellas. This presentation is intended for informational purposes only and does not replace independent professional judgment. This presentation is not intended to be legal advice. Statements of fact, positions taken, and opinions expressed are those of the speaker individually and, unless expressly stated to the contrary, do not necessarily reflect the opinion or position of the speaker's employer, Astellas, or any of its subsidiaries and/or related entities.



WHAT IS PROJECT APPLE?

- Program Apple is a **BUSINESS TRANSFORMATION PROJECT** to design and implement “**One Operating Model and One Platform**” for Business Support Functions to realize “**One Astellas**”
- Project Apple creates a global operating model to standardize our ways of working across the globe and continue our pursuit of operational excellence.



One integrated set of master data on a common Information Technology platform



Finance & Accounting, Procurement, and Supply Chain operations



Core HR processes, KPIs and HR data management



FUTURE STATE | What are the benefits of Program Apple?



- **Data becomes a corporate asset** for advanced forecasting & defining strategy
- **Greater flexibility** allows us to quickly adapt our global organization to external changes
- **Increased efficiency** allows us to spend time on value-add activities vs. data consolidation & mining
- **Reduced complexity** in operations and Information Technology systems limits the risk to our business

P2P Global Transformation Journey

Goals and Objectives

Undertake a comprehensive transformation from regionally managed procurement models as part of a transition to “One Astellas Procurement”, including organizational alignment, process development, and technology enablement using SAP Ariba for Sourcing, Contract Management, Supplier Management, Spend Visibility, Requisition to Order and PO/Invoice automation.

1. HIGH QUALITY MASTER DATA:

attaining and maintaining high levels of data accuracy (suppliers and expenditures)

2. PROCUREMENT PRODUCTIVITY:

increasing reach and throughput via scalable systems

3. SAVINGS DELIVERY:

securing rapid, significant, and sustainable cost reductions

4. RISK REDUCTION:

reducing transactions that are not fully aligned with existing master agreement terms

5. COST CONTROL:

achieving high levels of spend under management, pre- and post-commitment

6. PERFORMANCE:

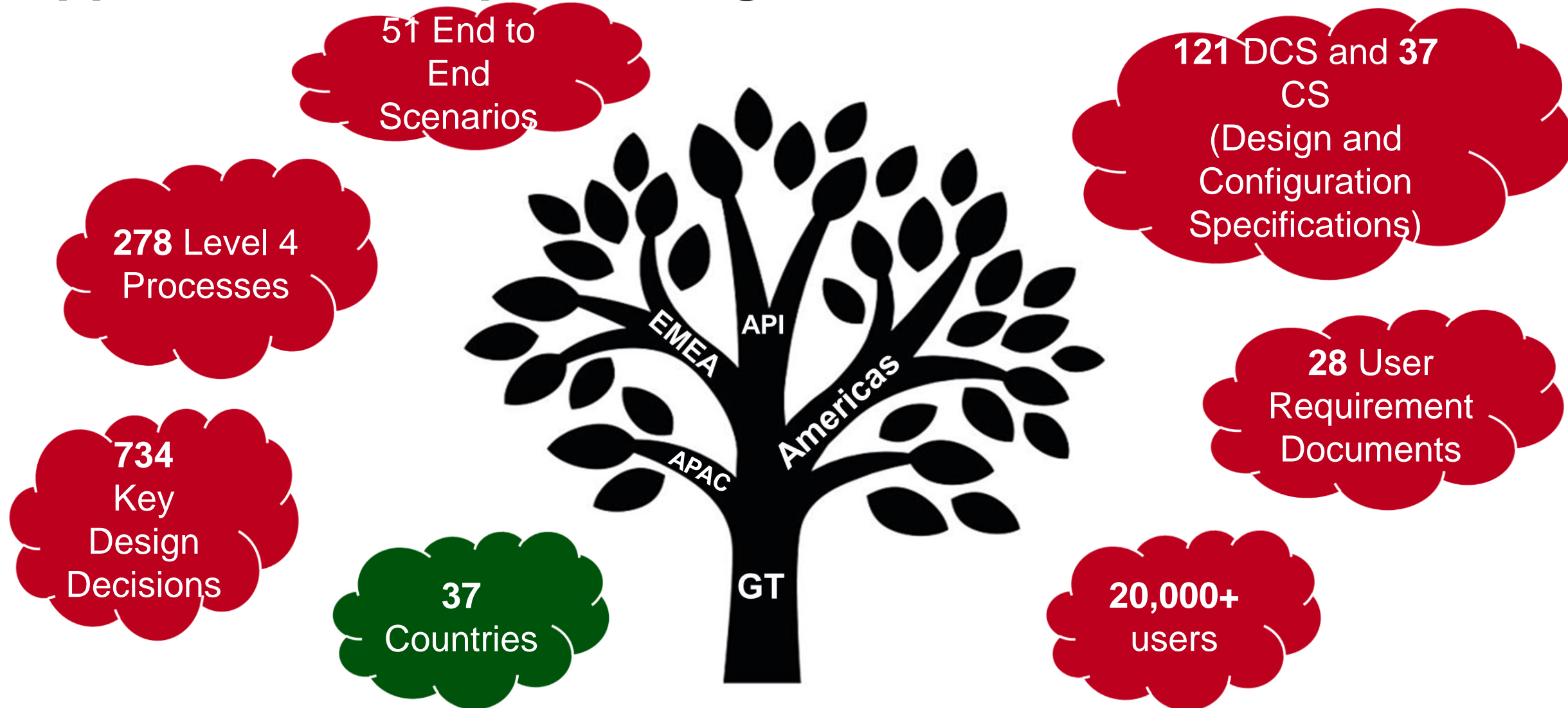
Increasing service levels and delivery of savings to the bottom line

7. COMPLIANCE:

ensuring high levels of adherence and corporate governance, minimizing risk and lost opportunities

8. PROCESS EFFICIENCY AND EFFECTIVENESS

Apple Global Template at a glance



Apple Journey so far, by the numbers

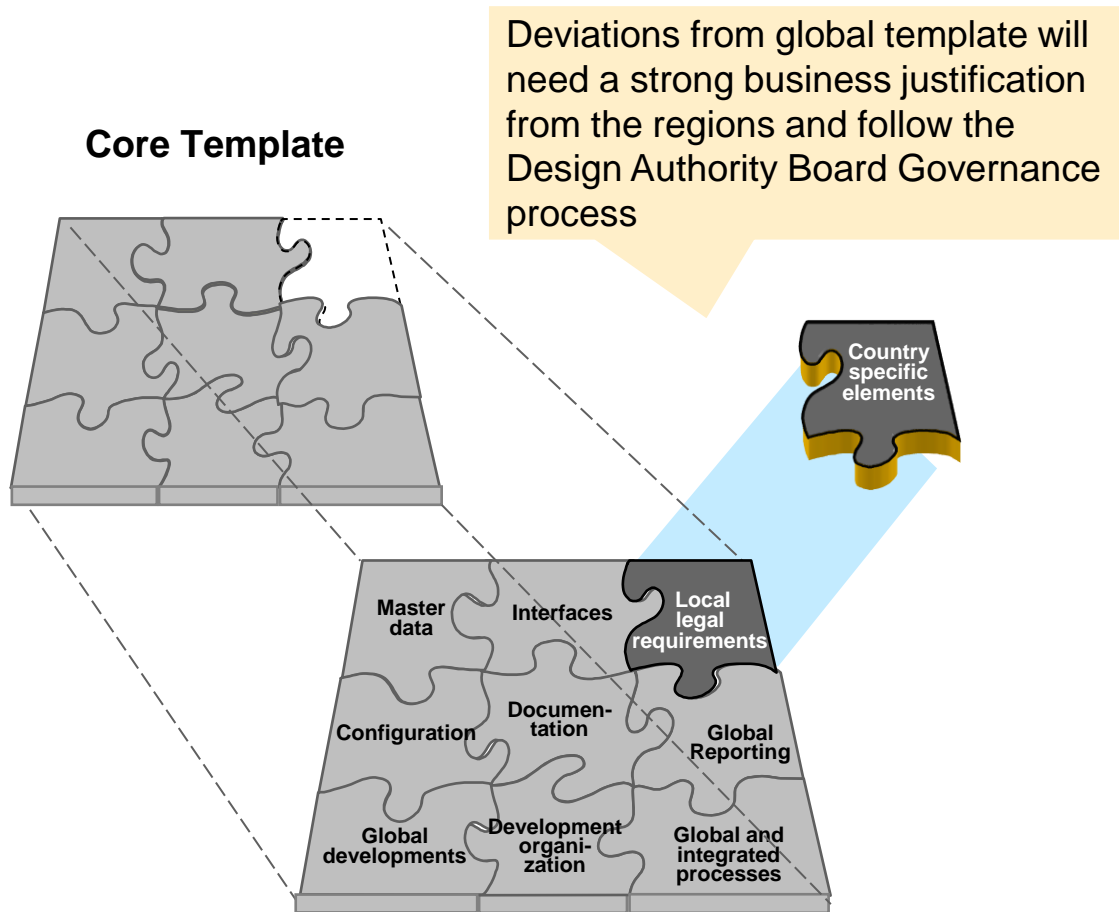


37	Countries participating	72	SCM Business processes
679	Key Design Decisions made	8	IBP Business processes
180	Employees attended workshops	23	O2C Business processes
91	Workshops Held	82	P2P Business processes
104	Servers deployed to the cloud	63	FIN Business processes*
		16	HR Business processes
		6	MDG Business processes

*BPC processes are included in Finance



Global template



• Core Template Processes & Functionality

- **Common** processes across more than one Market (level 3 and level 4) that must be adopted by the regions
- Independent of local legal / tax requirements
- Processes implemented within the template and tested prior to deployments

• Country-specific Localization Requirements

- Legal
- Statutory
- Tax
- Regulatory



What processes will be covered during Americas

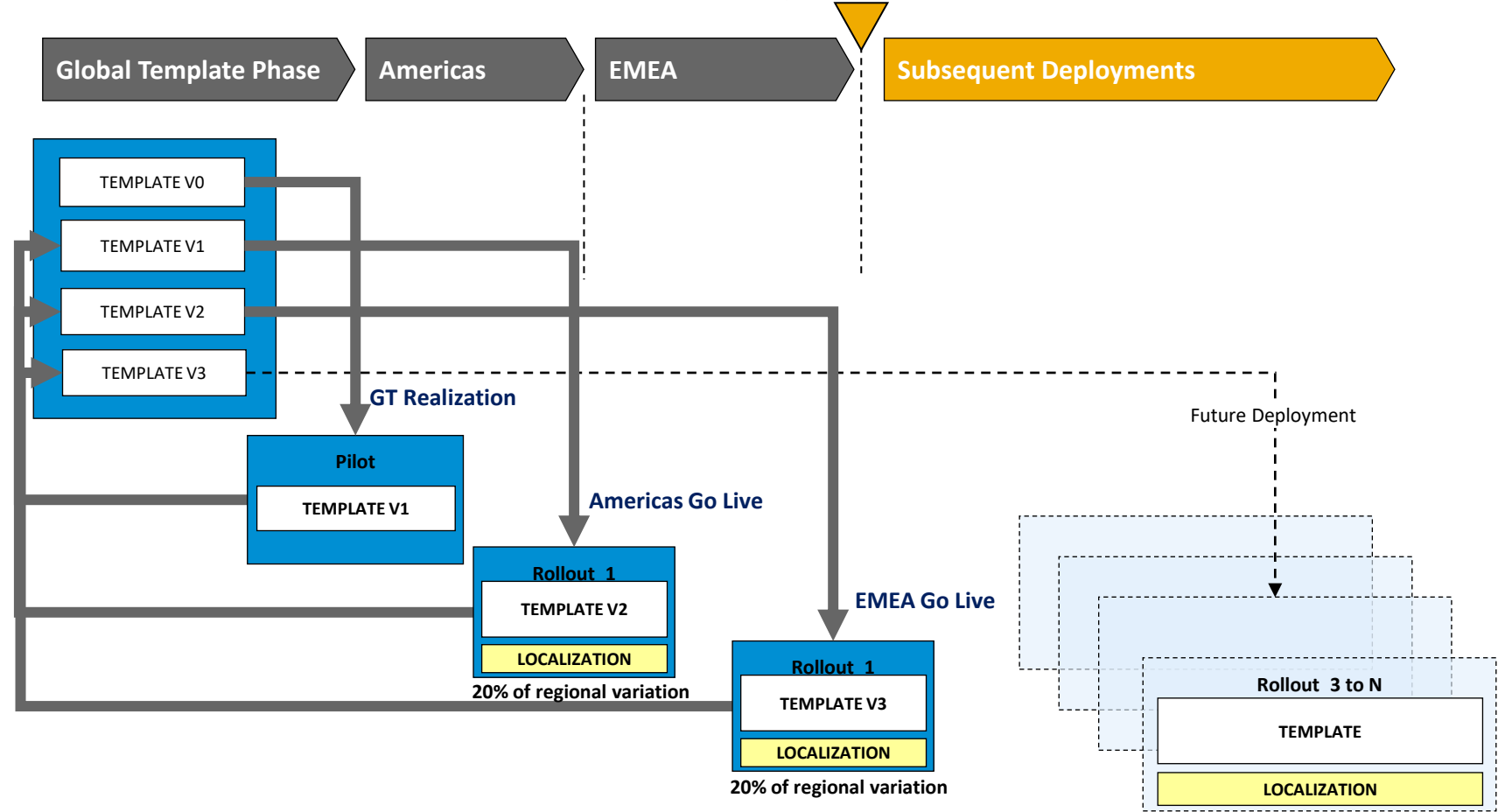
During global template phase full global template will be designed targeting a coverage of 80% common process and data across geographies.

During deployments there will be an opportunity to design local requirements and/or improve the template

80% of common processes and data

Expectations:

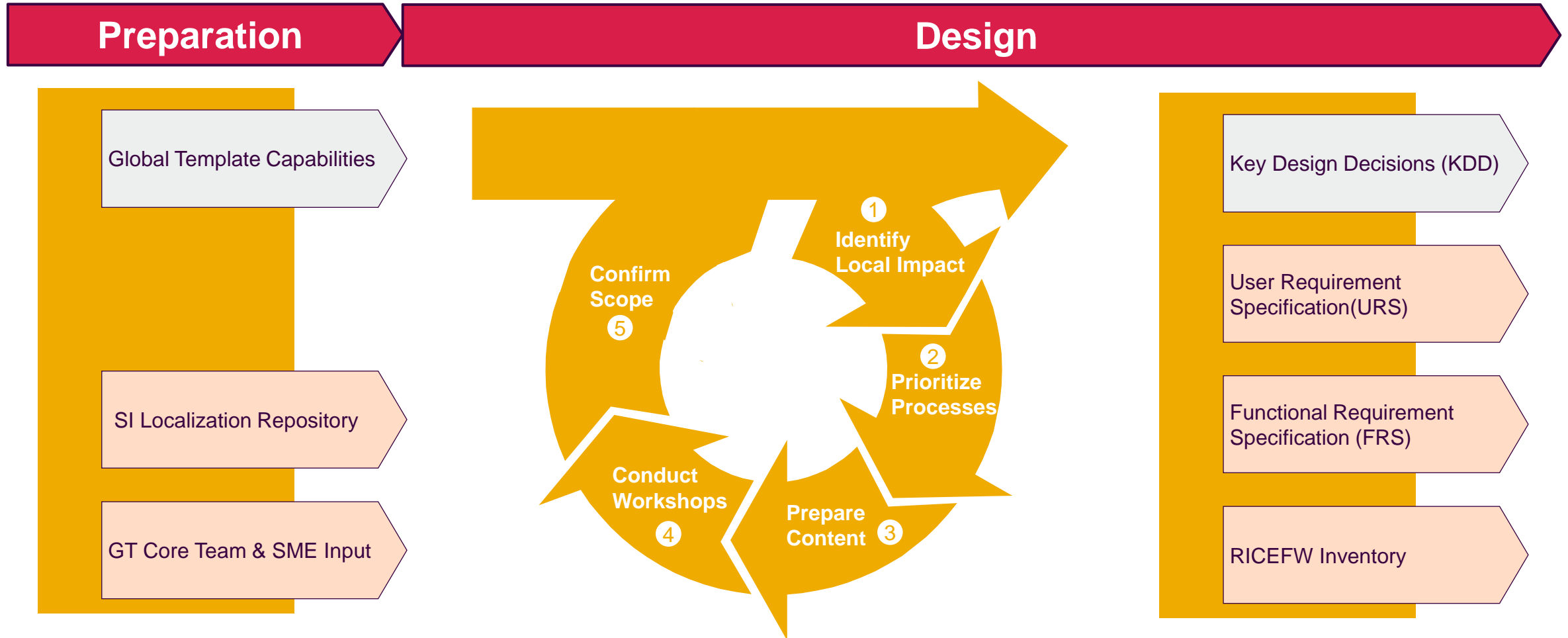
- **Common processes across more than one Market** will be discussed during GT design phase. (level 3 and level 4)
- Requirements **unique for a Market** will be discussed during deployment phase, focusing on Legal Fiscal Statutory and Business critical requirement
- **Improvements developed** during the deployments will be captured and implemented in the global template and made available to future roll-outs. This will require strong and disciplined version management.





LOCALIZATION DESIGN APPROACH

Localization design will follow the same approach as Global Template design. Workshops will start with Global Template definition however the focus will be on local process. We need to proactively challenge ourselves to understand why Template offerings don't work for regions.





Procure to Pay

What's in scope of the Global Template

GLOBAL TEMPLATE CAPABILITIES

Supplier Onboarding,
Qualification and
Segmentation

Strategic Sourcing

Contracting

Purchase Requisitions
and Processing
Purchase Orders

Goods Receipt /
Receiving

Invoice Capture
and Processing

Vendor Master and
BP Management

WHAT IT MEANS FOR BUSINESS

- Supplier self registration, data collection, and qualification
- E-Signatures and Contract Authoring for approved regions
- Enhanced buying experience using Guided Buying and other enhanced P2P processes
- Addition of goods receipt process for certain indirect items that will be inventoried
- Introduction of global Invoice capture and processing
- Enhanced process compliance between myContract and myBuy

ONE ASTELLAS, ONE PLATFORM

✓ S/4 ✓ Ariba ✓ MDM ✓ BW ✓ Kenja

SCOPE OF LOCALIZATION WORKSHOPS

1. Supplier Onboarding and Qualification Process
 1. Country specific certificates
 2. Region specific attributes
 3. Country specific legal document(Ex:W8/W9)
 4. MDG (MDM interlock)
2. Vendor Master and Business Partner Data Definition – Regional Requirement
3. Region based contract templates
4. Spot Buy Purchase
5. Regional Catalog Enablement
6. Guided Buying driven by regional and policy driven mandates
7. Auto Receiving of Goods based on Purchasing Units
8. Regional T&C requirements for Purchase Order output
9. Local Invoicing and Purchase Order Requirements (Ex: Nota Fiscal)
10. Tax integration with external tax provider(finance interlock)
11. Localization Reports based on country regulations
12. Local Translation requirements on templates
13. E&C/Transparency requirements in PO, SLP and Contract Management.
14. PR&SM : Sourcing and Contract based requirement.

APPLE APPLICATION ARCHITECTURE

END STATE 2021



Legend:

HRRSD Application

Apple Application

Global Application

Local Application

Business Partner

Apple/HRRSD Scope

Side Project Scope

Continued Use

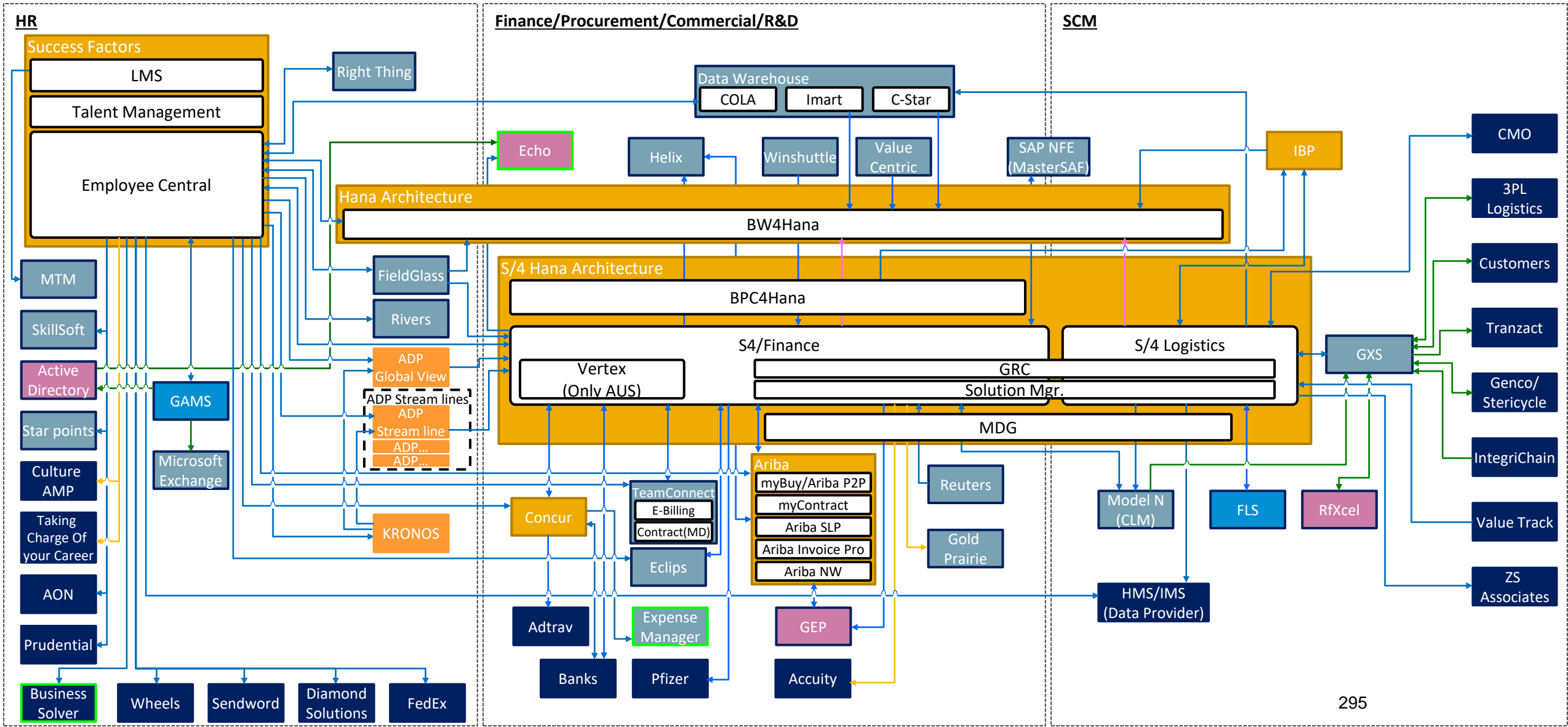
Existing I/F

Existing I/F(Manual)

Interim I/F

New I/F

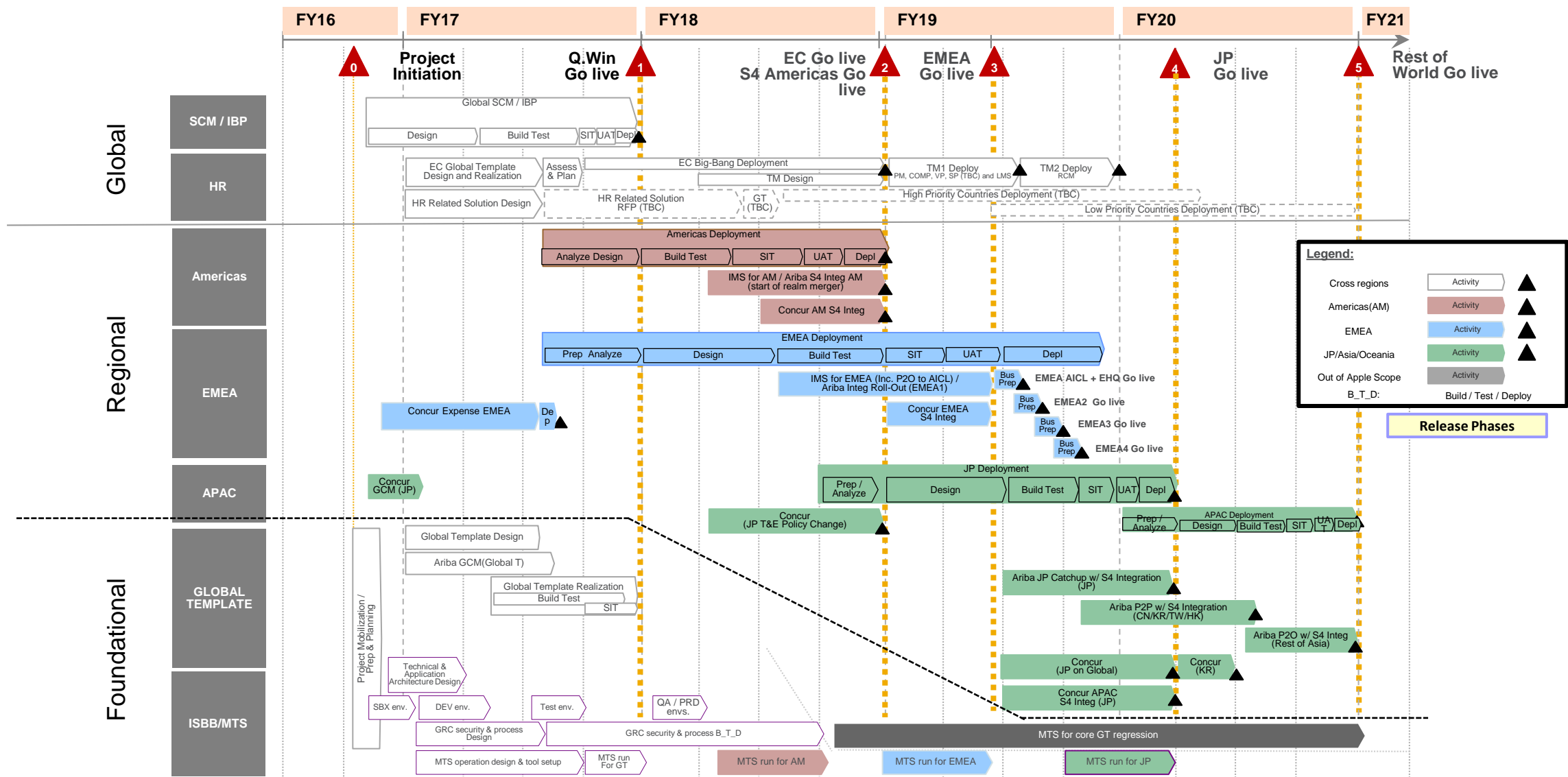
New PO/HCI I/F



Apple Program 5-year timeline

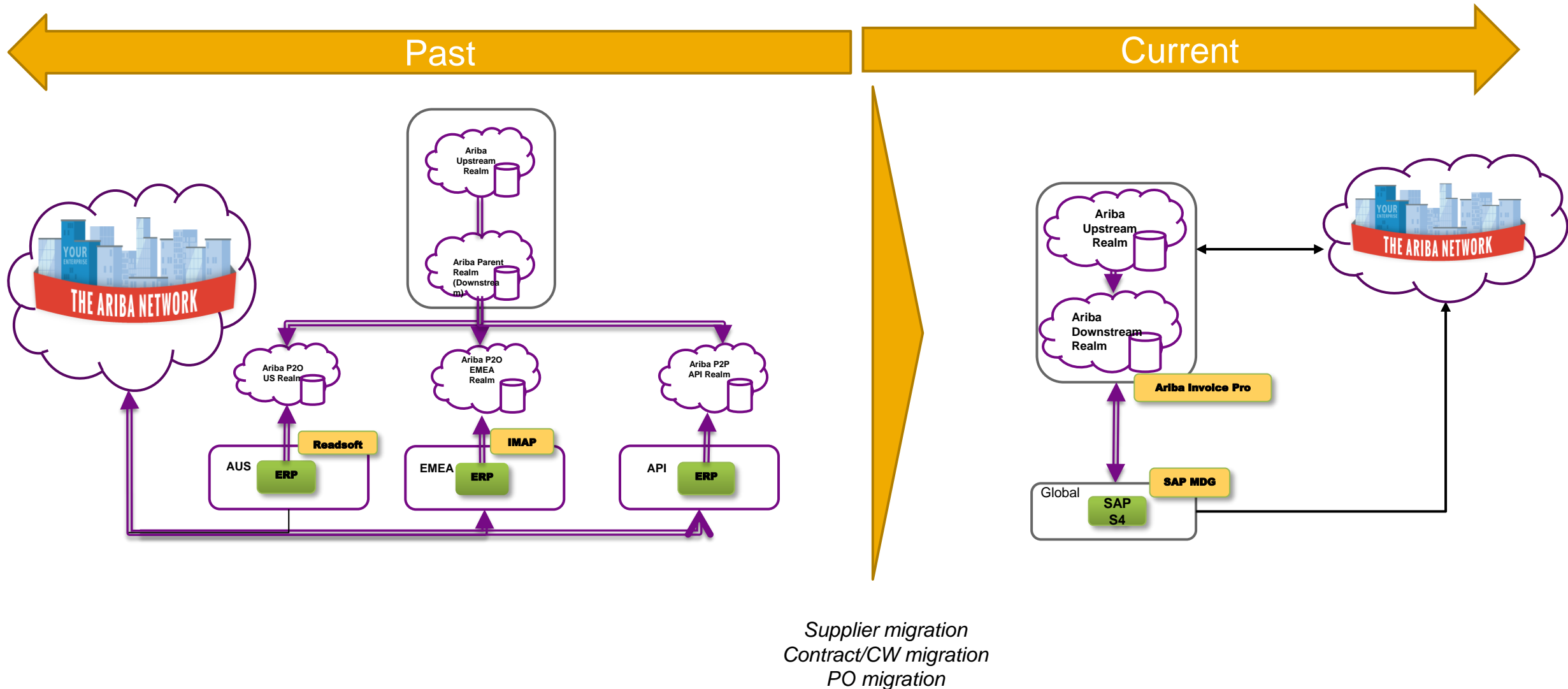


296





Journey to realize **one Astellas platform**





the Global Ariba landscape - overall view

Supplier Onboarding (SLP + MDG)



Sourcing



 myContract

Contracting



DocuSign

ARAVO

 myBuy

PR/PO/GR



SAP S/4 HANA

*Invoice
Processing*



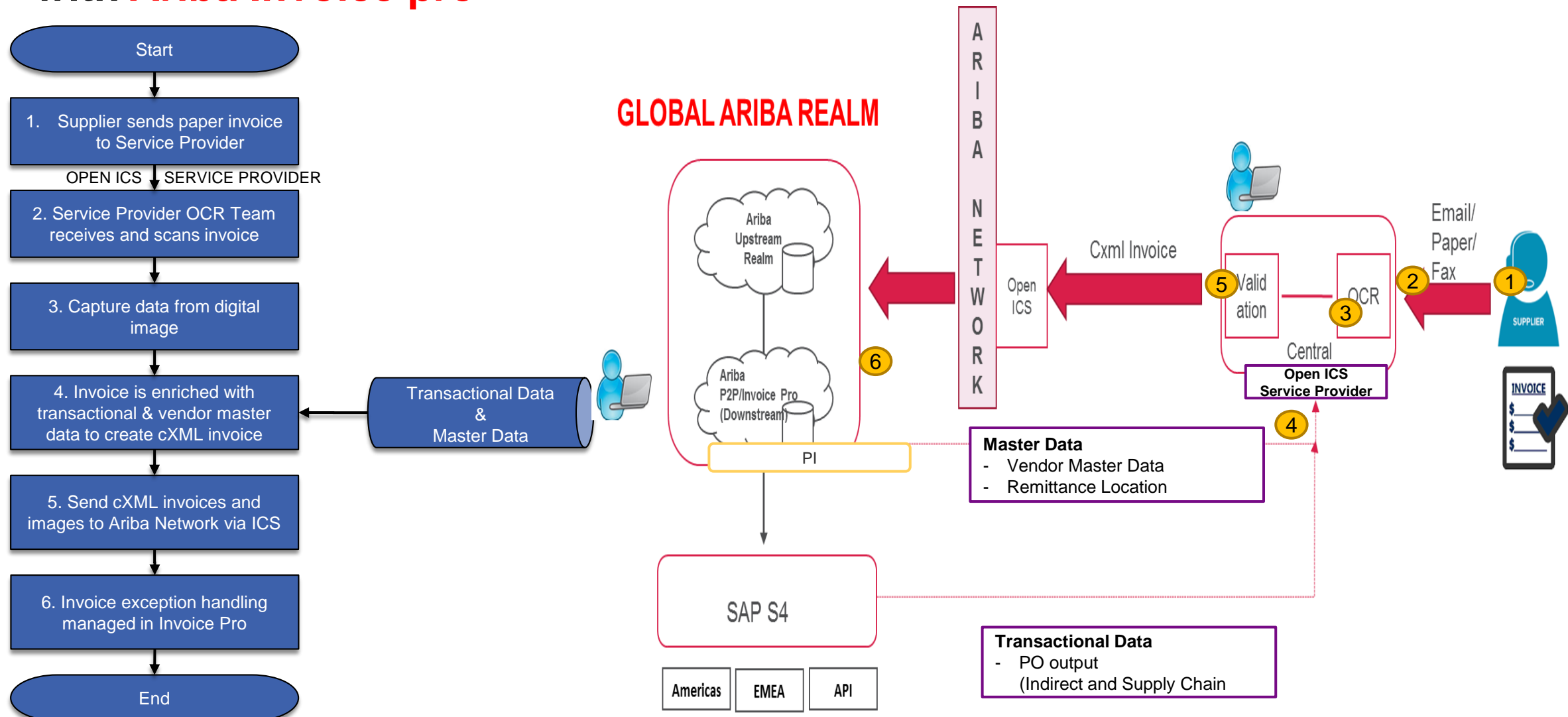
SAP S/4 HANA

Spend Analytics (Kenja)





Invoice Management – “**OPEN ICS**” is a new digitization channel integrated with **Ariba Invoice pro**



Astellas Ariba P2P Key Implementation Points and Challenges

USER, ROLE PROVISIONING AND SOD CHECK INTEGRATION WITH SAP GRC VIA SAP ECC

- Created equivalent SAP ERP/S4 roles for Ariba groups
- SAP GRC used to assign and perform Segregation of Duties (SOD) check using Ariba equivalent ERP/S4 roles
- Roles assigned in Ariba using master data interface (direct connect for Child and ITK for parent realm)

WORKFLOW ENHANCEMENTS

- To accommodate multi-currency Delegation of Authority (DOA) approvals, approval lookup files enhanced in ERP/S4 to use realm currency
- Nth Level LOB (directly going to Nth level approver without going 1 to N)
- 18 approval lookup extracts created to handle various PR data
- Effective change PO workflow retriggers based on key fields

HYBRID AGILE METHODOLOGY

- Iterative design, build and unit test until system integration testing
- Two major design verification session conducted to finalize the design
- Custom field and workflow configuration completed as per requirements and demo was conducted during design verification session to provide view of the end state solution

BRAZIL REGIONAL CUSTOMIZATION

- Supplier master data enhanced to send supplier CNPJ (local tax information) info to Ariba
- Supplier search enhanced in Ariba to provide ability to search by CNPJ
- Separate ERP/S4 PO document type and country specific fields for Brazil POs

SAP MaxAttention value Proposition:

Design Influence and Safeguarding

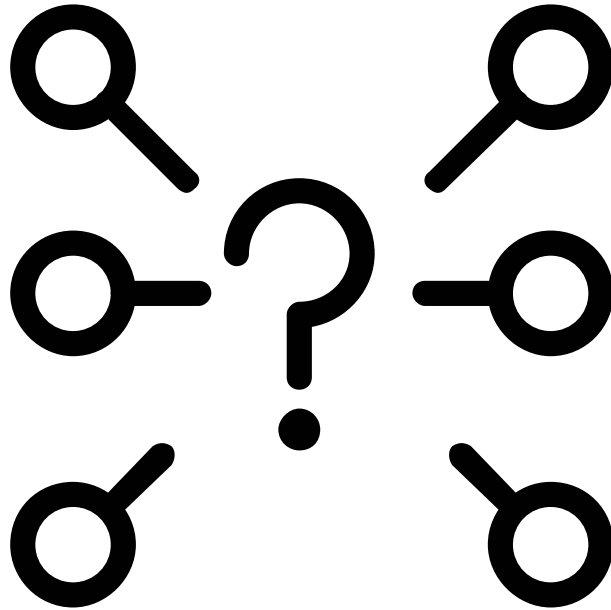
Engagement Plan

- Full-time Procurement architect assigned to support the project from Phase 2
- Safeguarded the project during different phase – right from Discover to Go-live
 - Discover / Prepare phase – Architecture Planning
 - Explore / Realize phase – Advisory
 - Deploy phase – Safeguarding (Integration Validation - IV)
 - Run phase – Continuous Improvement

Outcomes and Deliverables

- Help validate the consolidated Hybrid architecture with single ERP and cloud application (including
- Validated functional and technical design
- Supported resolution of open requirement using gap validation engagement – **custom enhancement avoid in 13 out of 18 critical gaps**
- Helped streamline their invoicing process in SAP Ariba Invoicing and SAP S/4HANA including withholding tax calculation
 - Eliminating the duplicate effort of reconciliation in multiple application
 - Improving Supplier satisfaction
 - **Improved productivity by 25%**
- Help harmonize Indirect Spend processes across the company
- Supported deployment and **adoption of Supplier 360 UI** for SAP Ariba SLP
- Streamline the SAP Ariba CIG SP upgrade process and got it live
- Safeguarded the migration to Microsoft Azure – resulted into seamless migration

Q&A



Appendices

Benefits of SAP Maxattention services

- Support provided for unplanned project and upgrade.



**SLP and CIG
upgrade**

- Technical Analysis provided by SAP Max Attention services before the project Go live to avoid any Go live hiccups

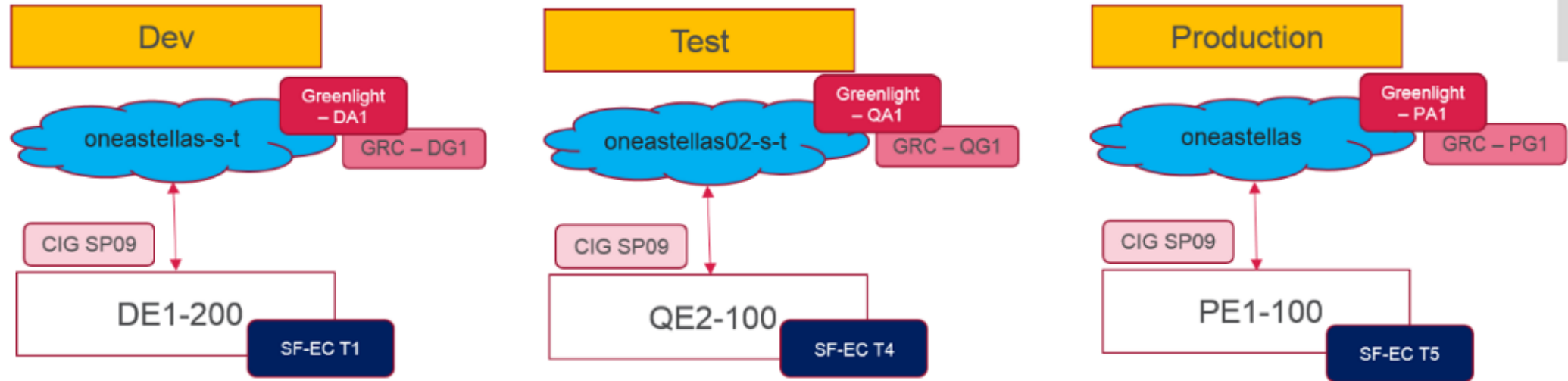


**EMEA Technical
Wrap Up Analysis**

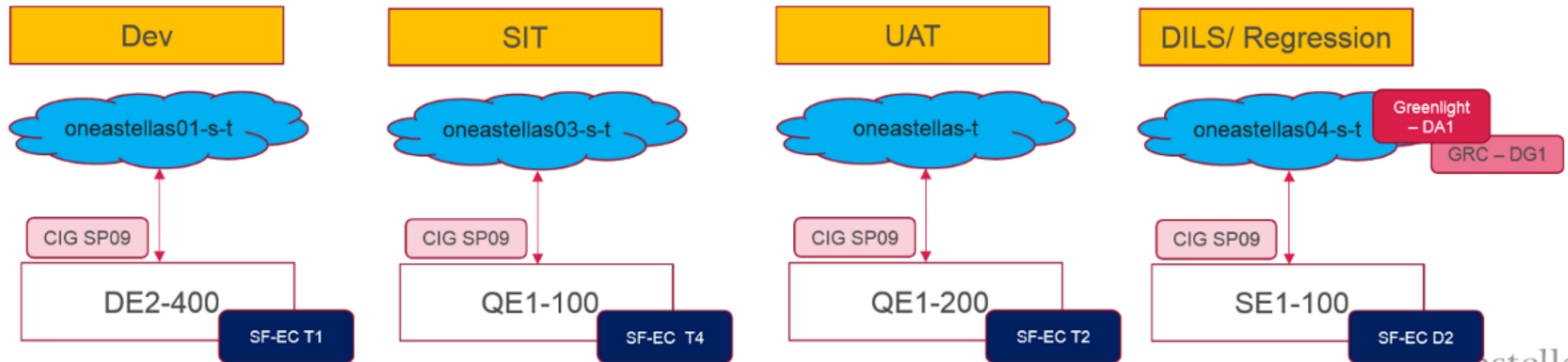
ARIBA ENVIRONMENT FOR AUS EMEA AND JAPAN (PRE EMEA GO-LIVE)

11

NAUS



N+1 EMEA + Japan



How can SAP MaxAttention help with ISM Strategy

Rajiv Palkhiwala & Sachidananda Shetty Giliyaru, SAP
September 15, 2021

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Agenda

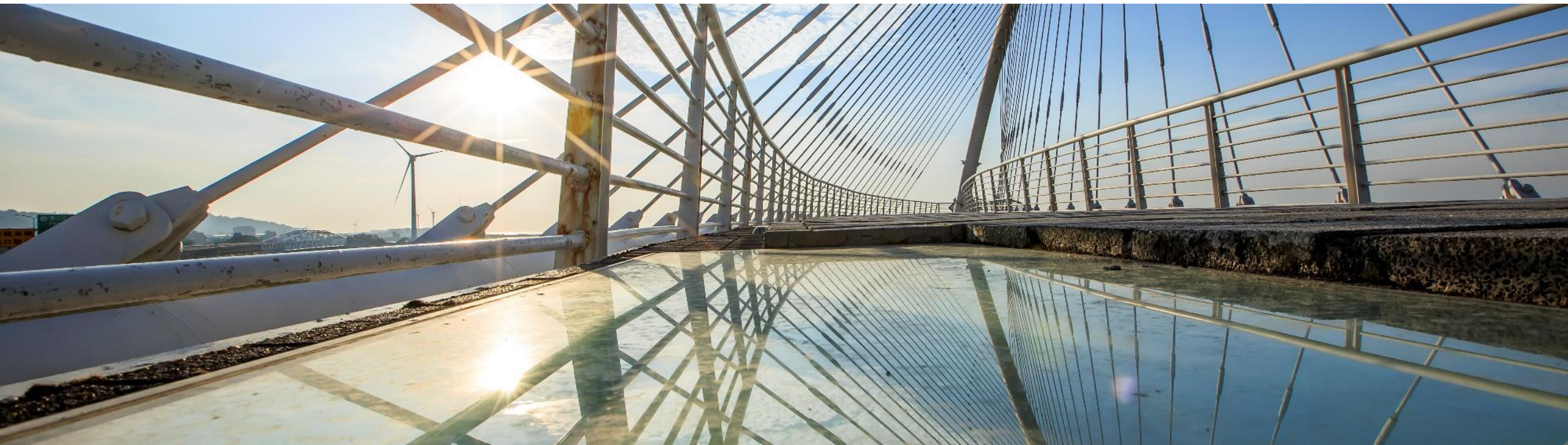
SAP MaxAttention Portfolio

- Premium Engagement Value Proposition for Intelligent Spend Management

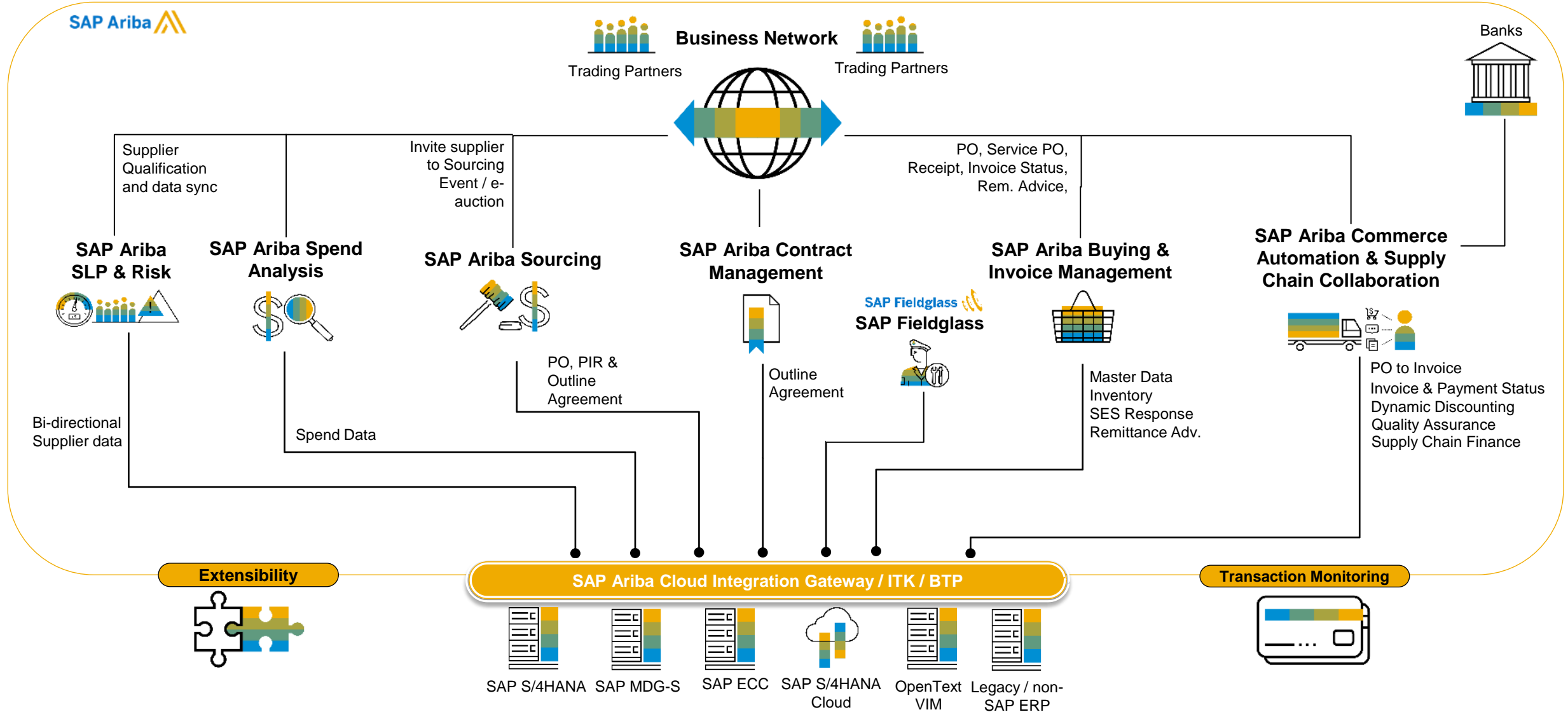
Customer Delivery Examples

- Safeguarding – Specialty Chemicals
- Design Influence and Safeguarding – Pharma Co
- Automation

SAP MaxAttention Portfolio



Source-to-Pay Landscape



Premium Engagement Value Proposition

Optimize processes and adopt new capabilities

- Identify opportunities to optimize and automate existing processes
- Help adopt new capabilities as they get released
- Support Ariba CI to CIG migration or SP upgrades

Go-Live support

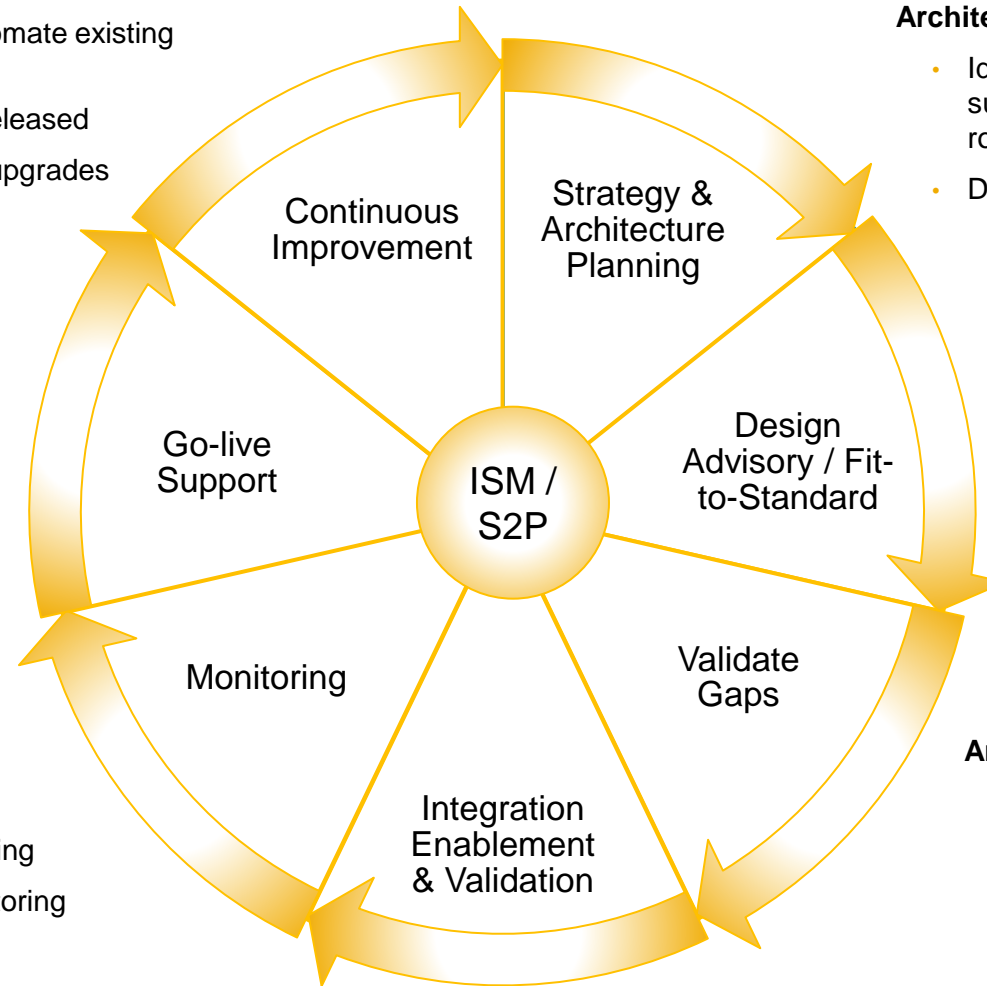
- Provide support during production cutover, go-live and hyper-care

Enabling Interface Monitoring

- Provide guidance in setting up monitoring
- Business Process and Technical monitoring

Enabling Integration

- Provide guidance to implement interfaces during the deployment phase
- Validate end-to-end process under 5 pillars of Integration Validation (IV)



Defining Global Procurement Strategy & Landscape Architecture

- Identify right architecture and business processes to support the long-term business needs – aligned with SAP's road map
- Defining use cases to leverage iRPA, ML, Automation etc.)

Design Support to define end-to-end Business Processes including integration

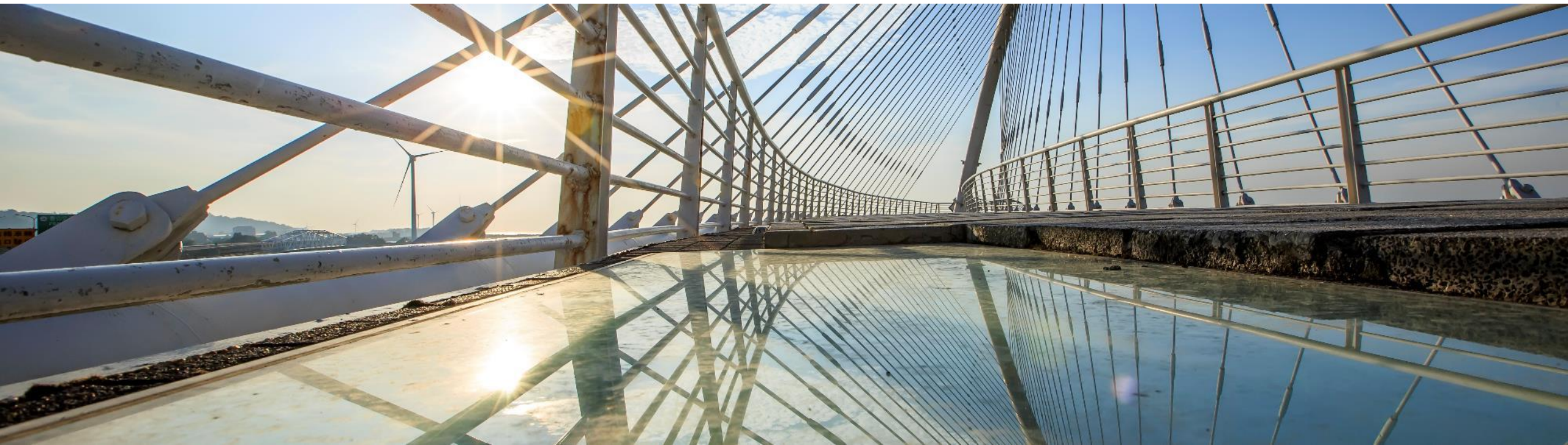
- Support design / validation workshops and provide guidance to leverage standard capabilities
- Support business process re-engineering where required
- Support Ariba CI to CIG migration or SP upgrades

Analyzing open gaps*

- Reduced implementation and maintenance costs by avoiding modifications and adopting standard capabilities where possible
- Use of extensibility / APIs where required

*Gaps on Ariba & Fieldglass side will go the enhancement request route – MaxAttention team will try to provide alternative solution

Customer Delivery **Example**



Customer Example: Safeguarding – Specialty Chemicals

Existing Landscape:

- SAP ECC 6 EhP6

Phase 1:

- Project Scope: SAP Ariba Buying & Invoicing, SAP Ariba Network with SAP S/4HANA 1709, SAP MDG

Phase 2:

- Migration of Interfaces from Cloud Integration (CI) to Cloud Integration Gateway (CIG)

Phase 3:

- Upgrading to SAP S/4HANA 2020 – Planning Phase – SAP Ariba SLP in evaluation

Engagement Plan

- Safeguarded the project during different phase – right from Discover to Go-live
 - Discover / Prepare phase – Architecture Planning
 - Explore / Realize phase – Design Advisory
 - Deploy phase – Safeguarding (Integration Validation, cutover, go-live & Hypercare)
 - Run phase – Continuous Improvement

Key Challenges/Issues

Phase 1

- Need guidance to identify the right interfaces to integrate SAP Ariba Buying & Invoicing, SAP Ariba Network with SAP S/4HANA 1709
- Lot of customizing/enhancement on SAP S/4HANA side as per the proposed design by the project team
- Data consistency and related performance issues
- Tax calculation related issue in the Invoicing process

Phase 2

- Need guidance with SAP Ariba CIG mapping tools
- Needed help in addressing issue related to existing custom code / enhancement

Outcomes and Deliverables

- Simplified the Integration scenarios
- **Performance improvement of 30%** for critical interfaces and process steps
- Resolved issues with flexible workflow and output management on SAP S/4HANA side
- Provided empowerment session on new features and functionality for SAP Ariba SLP and SAP MDG scenarios
- Provided guidance with SAP Ariba CIG mapping tools for custom fields
- **Reduction of custom objects / enhancements** related to SAP Ariba and SAP S/4HANA integration
- Lower Total Cost of ownership (TCO)

Customer Example: Design Influence and Safeguarding – Pharma Co

Existing Landscape:

SAP ECC with SAP Ariba Buying & Invoicing (B&I), SAP Ariba Network (for NA)
– Rest of the world using OnPrem SAP Ariba

Phase 0:

- Workshop to address business and infrastructure challenges related to invoicing process

Phase 1:

- Adopting to Ariba Commerce Automation and moving invoicing to SAP ECC

Phase 2:

- Migrating Ariba Buying integration from SAP Ariba CI to CIG

Key Challenges/Issues

Phase 0

- Invoice reconciliation issues between SAP Ariba B&I and SAP ECC – 70% of their indirect spend invoices impacted (total of 80000 invoices / year)
- Financial loss due to missing payment term discount and not able to streamline Indirect Spend processes
- Supplier dissatisfaction due delayed responses and payments

Phase 1

- Moving Invoice processing (approval and exception management) from SAP Ariba B&I to SAP ECC
- Adopting SAP Ariba Commerce Automation architecture using CIG
- Integrating SAP Ariba Network invoices with custom Invoice workflow in SAP ECC

Phase 2

- Migrating heavily customized SAP Ariba Buying related CI9 interfaces to CIG
- Harmonizing Indirect Spend processes across the company

Engagement Plan

- Two full-time architect (Procurement functional and technical) during design phase
- Safeguarded the project during different phase – right from Discover to Go-live
 - Discover / Prepare phase – Architecture Planning:
 - Explore / Realize phase – Design Advisory:
 - Deploy phase – Safeguarding (Integration Validation, cutover, go-live & Hypercare)
 - Run phase – Continuous Improvement
 - Supported future rollouts

Outcomes and Deliverables

- Help build a road-map to move invoicing from SAP Ariba B&I to SAP ECC
- Helped streamline their invoicing process in SAP ECC including withholding tax calculation
 - Eliminating the duplicate effort of reconciliation in multiple application
 - Improving Supplier satisfaction
 - Able to take advantage of early payment discounts
 - **Reducing the manual effort by 50%**
- Help harmonize Indirect Spend processes across the company
- Standardizing the heavily customized CI interfaces while migrating them to CIG – making SP upgrade simpler
- Business adopting the new solution and business processes – Rest of the world will be migrated in later part of 2021

Customer Use case: Automation

Purchase Order Automation – Retail

Automating Purchase Order creation and change based on input from excel template using iRPA⁺

- Developed excel template to capture Purchasing requirement
- Developed Rule framework for validating Purchasing requirement
- iRPA integration by consuming excel template, validation using business rules and Purchase Order API

Automation of Material Supersession processes PoC – Winery

Automating heavily customized Material Supersession (Material update, Material extension, Price copy and Source List creation) using iRPA

- Developing template to capture Supersession Requirement from PIM (Non-SAP)
- Building API to validate Supersession requirement
- Building API for material supersession
- iRPA integration by consuming excel template, validation API and material supersession API

SAP Ariba CIG monitoring automation – High Tech

Developed central interface monitoring using iRPA to monitor SAP Ariba CIG interfaces helping administrator with accurate information to act on business critical issues

- Developed iRPA bot on SAP BTP platform to search SAP Ariba CIG transaction tracker based on a predefined status and time*
- Developed API to build information set and send to configured email accounts
- Developed API to place report on an SFTP (Secure Shell File Transfer Protocol) server for further analysis

Automation of Vendor data discrepancy monitoring – Pharma

Handle consistency check on the vendor master data across the different systems in the landscape like SAP Ariba SLP, SAP Ariba B&I, SAP MDG and SAP S4HANA at regular intervals to avoid transactional data correction and business issues

- Developed utility using SAP Solution Manager cross data comparison to consume vendor data model API from SAP Ariba SLP, SAP Ariba B&I, SAP MDG and SAP S4HANA to analyze and identify business critical discrepancies

* oData / API on the product roadmap

Thank you.



Rajiv Palkhiwala

Chief Solution Architect
SAP IDG – Global Center of Expertise

SAP America Inc.
Newtown Square
Email: rajiv.palkhiwala@sap.com

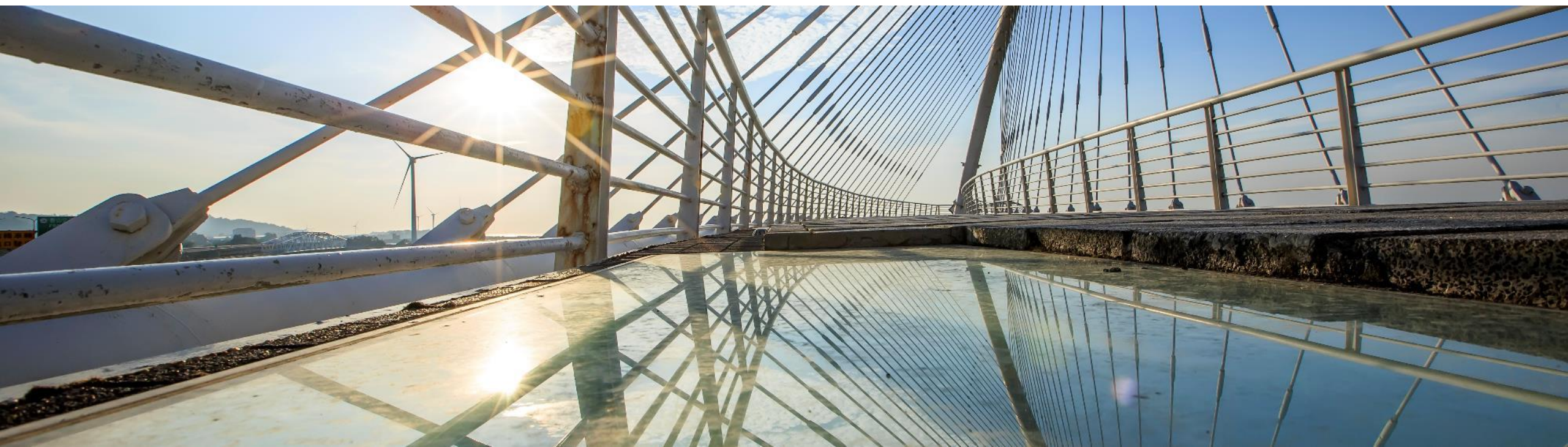


Sachidananda Shetty Giliyaru

Senior Solution Architect
SAP IDG – Global Center of Expertise

SAP America Inc.
Newtown Square
Email: sachidananda.shetty.giliyaru@sap.com

Appendix





SAP MaxAttention Innovation Workshop

Intelligent Spend Management

Day 2 – Closing Remarks

Sagar Deshmukh, SAP
September 15, 2021

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Key Take-Aways

Day 1

- SAP MaxAttention comprehensive services and engagement model
- SAP North Star Architecture for One Procurement Vision: Continuously deliver new capabilities and innovations to align every spend decision to your business strategy.
- One procurement, Central Procurement and SAP Central Invoicing management
- Incremental innovations via BTP platform
- Vision for One Intelligent Source to Contract Platform – Guided Sourcing, Autonomous Procurement, Integration with SLP and Contract Management.
- SAP Business Network -Supply Chain Collaboration(SCC)- Plan and forecast, Buy and Deliver, Invoice and Payment, Product Roadmap and Vision
- CIG Value and Benefit, IES Integration Scenarios, CIG Architecture, CIG Test Central, Why move to CIG?

Day 2

- Intelligent Procurement –What is available Today. Intelligent Procurement Innovation Use Cases in Source-to-Pay. SAP's 3 Zeros Strategy for Sustainability – Climate Action, Circular Economy, Social Responsibility
- SAP Business Network – Trading partner Service. End-to-End Collaboration – Plan and forecast, Source and Buy, Make and Quality, Deliver & Track, Operate and Maintain, Invoice and Pay
- SAP Fieldglass- Services Procurement, Managing the External Workforce, AI/ML, Analytics
- P2P Global transformation Journey –@ Astellas, Global Template and Localization Design Approach, One Platform/Process harmonization, Key Implementation points and Challenges, MaxAttention Engagement to support P2P process
- MaxAttention- Premium Engagement value proposition, Customer Examples for Design, Safeguarding and Automation

Thank you.

On behalf of all speakers and SAP MaxAttention Team

Sagar Deshmukh

Sagar.Deshmukh@sap.com