Collaborative Enterprise Planning with SAP IBP and SAP Analytics Cloud

SAP IBP Webinar Series 2019

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Collaborative Enterprise Planning in the Intelligent Enterprise

State-of-the-art business processes
Leverage SAC and IBP to enable new end-to-end business processes, new business models and new revenue streams

Synchronized planning processes
Break down planning silos through connected and integrated planning processes between Finance and Supply Chain

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

Faster planning cycles
React faster to changes in the business through complete integration of financial and supply chain plans
Collaborative Enterprise Planning

**Finance**
Consolidate budgets and plans from across the organization and drive collaborative enterprise planning to ensure alignment between operational plans and financial goals.

**Supply Chain**
Profitability fulfill demand with real-time supply chain planning. Combine capabilities for sales and operations planning (S&OP), supply and demand planning, and inventory.

**Commercial**
Create more effective sales and marketing plans and align them to business objectives. Predict the impact of campaigns on sales revenue, optimize performance, and tightly track results.
Planning Systems

Financial Planning and Analysis (FP&A) – Account Based

Financial Statements
Budget Planning
Cost Center Planning
Headcount and Asset Planning

Supply Chain Planning – Network Model

Financial Targets
Constrained Plans

Supply Chain Constraints
Directional Finance

- BPC
- S/4 HANA Financials
- SAC
- External
- IBP
## Finance and Supply Chain: Planning Types and Horizons

<table>
<thead>
<tr>
<th>Model</th>
<th>Strategic Planning</th>
<th>Annual Operating Plan (AOP)</th>
<th>Latest Estimate (LE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Horizon</td>
<td>3-5yrs</td>
<td>1 Fiscal Year</td>
<td>Rolling forecast for 18 months</td>
</tr>
<tr>
<td>Frequency</td>
<td>Annual</td>
<td>Annual</td>
<td>Monthly/Quarterly</td>
</tr>
<tr>
<td>Timing</td>
<td>March-July</td>
<td>Aug – Sept</td>
<td>Monthly/Quarterly</td>
</tr>
<tr>
<td>Details</td>
<td>Strategic Initiatives, High Level Financials</td>
<td>Full P&amp;L, Category, Channel, Sales Group, Profit Center HR Planning, Cost Center Planning</td>
<td>Revisions to Finance and Operations Plans. Full P&amp;L</td>
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<tr>
<td>Guidance</td>
<td>High Level management guidance and targets</td>
<td>Year 1 Targets from Strategic Plans</td>
<td>Previous Estimates and Actual Results</td>
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</table>
Collaborative Enterprise Planning - Business Scenarios

1. Strategic Planning – Topline Revenue Growth by 10% and impact on Product launches
2. Headcount decisions to increase shifts for Production
3. Investment Plan on new Production Line
4. Capex Planning on retiring an aging asset
5. Profitability Impact on price changes for Raw Materials
6. Impact of Mergers and Acquisitions or Sell-off
7. Trade Effectiveness and Tax changes
Collaborative Enterprise Planning Scenarios

SAP’s plan for Collaborative Enterprise Planning is to bring together all siloed planning processes across the enterprise.

SAP Analytics Cloud and SAP Integrated Business Planning integrate to provide the Financial Planning and Digital Boardroom visibility to complete the Collaborative Enterprise Planning process.

- **Digital Boardroom** – Integrate Supply Chain data from IBP with real time data from S/4 and other LOBs in SAC for full 360 view of the business.

- **Integrated Financial Planning** to align Corporate Financial Plan including P&L from SAC with Demand and Supply plans in IBP

**Interfaces:**
Visualize SAP IBP Data in SAC Digital Boardroom (ODATA Read API - IBP 1902)
Integrated Financial Planning with data write back to IBP from SAC (ODATA Write API - IBP 1908)

This is the current state of planning and may be changed by SAP at any time.

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IBP Digital Boardroom Content in SAC

- Standard Digital Boardroom content for IBP in SAC for Management Business Review.
- Full 360 view of Business by integrating with other LOB data
- Smart Insights into data and scenario planning
SAP Analytics Cloud (SAC) – IBP Content available with IBP1908

Pre-delivered model to integrated with IBP Data

Digital Boardroom Views and Stories

Pre-delivered Content in SAC Business Content Library

Pre-delivered Sample Data
1. Annual Budget Plans in SAC using IBP forecasts as input
2. Financial Targets from SAC to IBP for monthly S&OP process
3. Monthly / Quarterly revisions of Financial Targets in SAC using IBP Constrained Forecasts
4. Revised Quarterly Financials Targets and COGS from SAC to IBP
Transfer Revenue Target Plan to IBP

I have just finalized the 3Y Revenue Target.

Raghav, Finance

I will compute the volume plan based on the revenue input.

Alex, Supply Chain
Now let’s see if we can make the numbers. What assumptions do we have?
Rough Cut Capacity Planning

The unconstrained plan looks good. Let’s check for bottlenecks.

Agh!... Issues in APJ!
Transfer Constrained Revenue to SAC

Let’s see what surprises I have from Supply Chain.

I will send the Constrained Plan to Raghav.

Raghav, Finance

Alex, Supply Chain
APJ is a strategic region for us to grow. We need to plan an investment.

Raghav, Finance
Interface Details
IBP Integration with SAP Analytics Cloud (SAC)
SAC Financial Planning and Digital Boardroom consumes IBP data

IBP Applications
- MS Excel IBP Add-In
- Web User Interface IBP Fiori

REST APIs
- OData Service

Cloud NW
- Data Model
- Calculations and Algorithms

HANA Database

IBP Integration with SAP Analytics Cloud (SAC)
- SAC Data Integration
- Model and Story for SAC Analytics
- Digital Boardroom
- Planning

Frontend
- SAC calls IBP OData Service to READ IBP Time Series Values (Key Figure) and IBP Master Data Attribute Values

Backend
- SAC calls IBP OData Service to WRITE IBP Time Series Values (Key Figure)

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Pre-requisites: Configure Communication

1. Maintain the IBP Global Parameter for the planning areas you would like to expose
   • Parameter Group = FLEXQUERY
   • Parameter Name = PLANNINGAREA
   • Parameter Value = PlanningArea1,PlanningArea2

2. Maintain Communication User

3. Maintain Communication System

   • The Scenario ID should always be SAP_COM_0143, this is the scenario defined to extract data from/to IBP.
Create a Connection in SAC

SAP_COM_0143 - Raghav

Generic Data Extractor for Master Data and Key Figure Data Integration (SAP_COM_0143)

Property Name: Corresponding Business User
Property Value: CB8980000503

Inbound Communication

User Name: EXT_RAGHAV
Authentication Method: User ID and Password

Inbound Services

Service: Extract Analytics data in oData format
Protocol: OData V2
Service URL: https://ipt6-001-api.wdf.sap.corp/sap/opu/odata/IBP/EXTRACT_ODATA_SRV
Import Data from IBP

In the Model -> Choose Data Management
-> Import Data from Data Source

Create a New Query
Export Data from SAC to IBP using ODATA Write API

Use Case:
Annual Budget Plan / Financial Targets from SAC as input to IBP monthly S&OP process

SAC calls IBP ODATA API to write to IBP Key Figures
Export data from SAC to IBP

A new Export Data to SAP IBP function is now available in SAC
Step 1 - Choose the model and the connection

In data management, you select the data model and the preconfigured IBP connection.
Step 2- Mapping of Target Data Selection -> SAP Integrated Business Planning

Select the planning area and the fields to be populated in IBP
Step 3: Mapping of source and target fields

Map the source to the target fields. This will build the query and start the data export.

Add filters if necessary.

**Caution:** SAC can export only one KF at a time, therefore you need to add a filter.

Make sure you filter on ONE target UOM and ONE target currency.
Write APIs

• Write API is restricted to the IBP-SAC integration only

• Write is possible for a particular planning area, key figure and version, but a single key figure at a time.

• Normalized planning areas are not yet supported
Thank you.

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