Intelligent Enterprise Roadmap
Source to Pay
April 2019
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For all recent and planned innovations, potential data protection and privacy features include simplified deletion of personal data, reporting of personal data to an identified data subject, restricted access to personal data, masking of personal data, read access logging to special categories of personal data, change logging of personal data, and consent management mechanisms.
Companies today are planning their digital journeys – transforming business models, reengineering business processes, and reimagining work.

SAP road maps highlight innovations that may help you plan and implement your digital journey. They span products relevant to lines of business in your industry and explain how our innovations may add value to your business.

In our road maps, you can learn about our innovations along four different timelines:

1. **Recent innovations** for our products that have been launched in the past weeks or months and can already be purchased

2. **Planned innovations** for our products that are intended to be launched in the short term or midterm

3. **Product direction**, providing a long-term perspective on high-level development plans for innovations for our solutions – inspired by your requirements

4. **Product vision**, providing a high-level and long-term business perspective on innovations for our products
Table of contents

Product overview
- The Intelligent Enterprise Strategy

Vision and direction
- Intelligent Spend Management
- One Procurement Strategy
- Source to Pay process overview

Product innovations
- Deployment Scenarios
- Detailed innovations
SAP Strategy – Deliver the Intelligent Enterprise

THE INTELLIGENT ENTERPRISE features 3 KEY COMPONENTS:

1. Intelligent Suite
2. Digital Platform
3. Intelligent Technologies

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The Intelligent Enterprise
Innovation via redefined, connected business processes

Disclaimer: This diagram intends to easily illustrate the nature of the Intelligent Enterprise. That data and processes can be shared across departmental boundaries because of our technical innovation. It does not represent a specific scenario or industry and is not intended to be all encompassing.
83.9% of participants consider digitalization important to improve procurement performance.

Their goals for digitalization include:

- Automate processes (21%)
- Achieve cost savings (16%)
- Improve data quality (16%)
- Reduce maverick buying (14%)
- Ensure compliance (11%)
- Mitigate risk (11%)
- Increase supplier innovation (9%)
- Other (2%)

2019 CPO Survey of the University of Mannheim in Germany, Prof. Christoph Bode
Note: In the 2018 survey the main KPIs to measure procurement performance where 1) Hard Savings, 2) Cost Avoidance and 3) ensuring compliance and process automation was considered important.
The spend management mandate is expanding
Finance, procurement, supply chain and IT work together to tackle broader business challenges

Finance
- Directing all spending to top (and changing) priorities
- Keeping up with regulatory and tax requirements
- Managing spending as it becomes more decentralized

Procurement
- Managing and reducing supplier risks
- Controlling multiple, diverse spend types
- Improving speed and quality of decisions

Supply Chain
- Orchestrating multi-tier supply chains
- Enabling new faster time to market
- Replacing costly EDI and legacy supplier portals
The evolution is underway.

Tackling the complex and critical priorities of the intelligent spend management agenda.
Moving beyond traditional measures:
Transitioning to the intelligent spend management agenda.

Traditional Spend Management Measures
- Efficiency & Productivity
- Visibility
- Compliance
- Savings

Intelligent Spend Management Agenda
- Deliver Transparency to Manage Risk
- Improve Speed and Quality of Decisions
- Create New Connections with Business Partners
- Develop New Business Models
- Deliver Insights from Multiple Data Sources
One SAP Procurement Strategy consisting of SAP S/4HANA and SAP Ariba
Various deployment options as per customer transformation strategy

**Procurement Transformation**
- Simplicity for end user
- Scale supplier management
- Procurement mandate for savings and compliance
- Integrated to SAP Digital Core

**Strategic Business Transformation**
- Large enterprise w. global scale/size
- Procurement is strategic
- User adoption a. supplier management is critical
- Next-gen digital landscape

**Digital IT Transformation**
- Midmarket growing business
- Simplified digital landscape with procurement in SAP S/4 HANA
- Supplier self-service
SAP Ariba Source to pay – process overview

**Source and Contract**
- Define and create the category strategy
- Identify and source material and service needs
- Negotiate & manage contracts with trading partners

**Plan and Forecast**
- Plan and forecast demand for goods, services and resources

**Buy and Deliver**
- Initiate a request for purchasing goods & services
- Execute orders for goods & services
- Deliver & receive goods & services

**Invoice and Pay**
- Create/manage the invoices and credit memos
- Apply early payment options
- Pay trading partners for goods delivered and services rendered

**Trading Partner and Risk Management**
- Vet and manage trading partner relationships

**Analytics and Intelligence**
- Minimize risks associated with trading partners
- Leverage analytics and AI/ML to improve source to pay process execution

**Trading Partner Collaboration**
- Source to pay visibility and collaboration among trading partners
- Business rules, application and network integration
Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Guided Buying (2NV)

Legend: □ Process step (mainly manual)   □ Process step (mainly automatic)   □ Start process   □ End Process

- SAP S/4HANA
  - Buyer Role: Employee
  - Warehouse Clerk
  - Accounts Payable Accountant
- SAP Ariba Cloud Integration Gateway
  - SAP Ariba Guided Buying
    - Buyer Roles: Employee
    - Approver
- Process steps:
  - Start process
  - Launch Guided Buying
  - Check Budget / Create Purchase Requisition
  - Release Purchase Requisition
  - Create Purchase Order
  - Receive items
- End Process
  - Select items into shopping cart
  - Check and submit shopping cart
  - Approve shopping cart
  - Track status updates

enabled by SAP Cloud Platform Integration
Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Sourcing (1A0)

Legend: □ Process step (mainly manual)  □ Process step (mainly automatic)  ■ Start process  ■ End Process

Role: Purchaser
- Purchase Requisition
- Create Request for Quotation
- Create Purchase Order or Contract

Role: Sourcing Manager
- Create Sourcing Request
- Initiate Sourcing Project
- Create RFX / Reverse Auction
- Receive Bids
- Evaluate and award Bids
- Forward Quote

Role: Supplier
- Receive RFX / Reverse Auction Notification
- Submit Bid
- Receive Award Notice

Role: Supplier
- Initiate Sourcing Project
- Create Sourcing Request
- Receive RFX / Reverse Auction Notification
- Submit Bid
- Receive Award Notice

Legend:
- SAP Ariba Sourcing
- SAP Cloud Platform Integration

SAP Ariba Cloud Integration Gateway

enabled by

SAP Cloud Platform Integration

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Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Commerce Automation (J82)

Legend:
- Process step (mainly manual)
- Process step (mainly automatic)
- Start process
- End Process

Buyer Roles: Purchaser, Warehouse Clerk
- Create Purchase Order
- Update Purchase Order
- Update Purchase Order
- Create Goods Receipt
- Post Supplier Invoice
- Release Invoice for Payment

Supplier Roles: Sales Rep, AR Accountant
- Receive Purchase Order
- Confirm Purchase Order
- Send Advance Shipment Notice
- Receive Goods Receipt Notice
- Send Invoice
- Receive Invoice Status Update

enabled by
SAP Cloud Platform Integration

SAP Ariba Cloud Integration Gateway

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Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Quote Automation (1L2)

Legend:  
- Process step (mainly manual)  
- Process step (mainly automatic)  
- Start process  
- End Process

Role: Purchaser
- Purchase Requisition
- Create Request for Quotation
- Receive Bids
- Evaluate and award Bids
- Create Purchase Order or Contract

Role: Supplier
- Receive RFX / Reverse Auction Notification
- Submit Bid

Role: Buyer
- Accept/Reject Supplier Bid (Optional)

SAP Ariba Cloud Integration Gateway

enabled by SAP Cloud Platform Integration
Process flow: Integration of SAP S/4HANA Cloud with SAP Ariba Contracts

Legend:
- □ Process step (mainly manual)
- ■ Process step (mainly automatic)
- ● Start process
- ▐ End Process

Create Operational Contract

SAP Ariba Cloud Integration Gateway

enabled by SAP Cloud Platform Integration

Buyer Roles: Strategic Purchaser
- Create a Contract
- Setup Contract terms and Line items
- Approve Contract
- Publish Contract
- Update Contract ID

Buyer Role: Purchaser
- Send Contract ID
Intelligent Enterprise – Source-to-Pay Process Roadmap
Source and Contract

<table>
<thead>
<tr>
<th>Recent innovations</th>
<th>Planned Q2/2019</th>
<th>Planned Q3/2019</th>
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<tr>
<td>▪ Excel export of sourcing event bid history</td>
<td>▪ Enhanced Team access control for two-envelope bidding procedure</td>
<td>▪ Configurable excel export of event content and supplier responses</td>
<td>▪ New user experience for Sourcing</td>
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<tr>
<td>▪ Operational Reporting API for sourcing – Support for additional reportable fields</td>
<td>▪ Allow buyer to specify only one currency option for each line item</td>
<td>▪ Enhanced optimization engine - Ability to create constraints limiting the number of winners based on any item term within event.</td>
<td>▪ Embedded Analytics in Sourcing leveraging SAP Analytics Cloud</td>
</tr>
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<td>▪ Enhanced Team access control for two-envelope bidding procedure</td>
<td>▪ Configurable excel export of event content and supplier responses</td>
<td>▪ Enhanced Multi-round RFx Bidding</td>
<td>▪ Intelligent Sourcing event creation, recommendations and dashboard feeds</td>
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<td>▪ Allow buyer to specify only one currency option for each line item</td>
<td>▪ Enhanced optimization engine - Ability to create constraints limiting the number of winners based on any item term within event.</td>
<td>▪ End to End support for Sourcing with S/4 HANA Cloud leveraging Cloud Integration Gateway</td>
<td>▪ Enhanced Multi-round RFx Bidding</td>
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<td>▪ Configurable excel export of event content and supplier responses</td>
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<td>▪ Enhanced evaluation of the best supplier</td>
<td>▪ Enhanced Multi-round RFx Bidding</td>
<td>▪ End to End support for Quote Automation with S/4 HANA Cloud leveraging Cloud Integration Gateway</td>
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</tbody>
</table>

**Quote Automation**

- End to End support for Quote Automation with S/4 HANA Cloud leveraging Cloud Integration Gateway
### Recent innovations

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<tr>
<td><strong>Contracts</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Simplified NDA creation and mass clause upload</td>
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<tr>
<td>Pricing conditions for volume and time breaks in Contracts</td>
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<tr>
<td>Lot support for contract line items</td>
<td></td>
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</tr>
<tr>
<td>Manage individual redlining changes in Contracts</td>
<td>Visibility on DocuSign signature status within contract workspace</td>
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<td>New user experience for Contracts</td>
</tr>
<tr>
<td>Mass conditioning for clauses in Contract authoring</td>
<td>Ability to select amendment type on expired contract workspaces</td>
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<td>Inline Contract Authoring</td>
</tr>
<tr>
<td>Increased attachment size limits</td>
<td>OCR integration for Contracts</td>
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<td>Bulk Contract Management</td>
</tr>
<tr>
<td>Commodity Price Escalation</td>
<td>New e-signature API to support any e-signature provider</td>
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<td>Support for Scheduling Agreement creation in S/4 HANA Cloud</td>
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### Future Direction

- **Contracts**
  - New user experience for Contracts
  - Inline Contract Authoring
  - Bulk Contract Management
  - Support for Scheduling Agreement creation in S/4 HANA Cloud
  - OCR integration for Contracts
  - New e-signature API to support any e-signature provider
  - Document Management APIs
  - End to End support for Contract Management with S/4 HANA Cloud leveraging Cloud Integration Gateway

- **Analytics/Intelligence**
  - Intelligent Sourcing event creation, recommendations and dashboard feeds
  - Intelligent contract repository

- **Trading Partner Collaboration**
  - New Trading Partner portal landing page for Sourcing and Contracts
  - Improved on-boarding capabilities for trading partners
# Intelligent Enterprise – Source-to-Pay Process Roadmap

## Buy and Deliver

### Recent innovations

- **Buy and Deliver**
  - **Guided Buying**
    - Guided Buying integration with S/4 HANA Cloud
  - **Catalogs and CMS**
    - Support for exporting catalog comparison report
    - Support for multiple product classification systems in BMECat catalogs
    - Support for BMEcat FEATURE element
    - Configuring catalog approval workflow
    - Republishing denied catalog content documents
    - Catalog approval workflow enhancements
    - Support for consuming and displaying imported CLID fields
    - Item Specification field for specifying additional catalog item attributes
  - **Spot Buy**
    - Drive performance improvements in Spot Buy capability on SAP HANA
    - Enable “requisition on behalf of”

### Planned Q2/2019

- **Buy and Deliver**
  - **Guided Buying**
    - UX refresh (Phase 1) in Guided Buying for consistency across the end to end process
    - Add Approvers while viewing a requisition
    - Multiple policy violation messages
    - Enhancements on request validation policies
  - **Catalogs and CMS**
    - Catalog filename-based filtering of catalog data extraction in JSON format
    - Lookup file upload API for CMS
    - Dynamic Pricing Support to eliminate Item Replication
  - **Spot Buy**
    - Support Network suppliers in Australia & Canada via Spot Buy

### Planned Q3/2019

- **Buy and Deliver**
  - **Guided Buying**
    - Adoption of Fiori 3.0 consistent user experience guidelines
  - **Catalogs and CMS**
    - Enhancement to support full visibility of catalog after catalog sync in incremental mode
    - Support for punchout catalogs of supplier subsidiary mapped to common supplier
    - AN suppliers to have transparent visibility to all CMS Errors
  - **Spot Buy**
    - Support Network suppliers in Australia & Canada via Spot Buy

### Future Direction

- **Buy and Deliver**
  - **Guided Buying**
    - End to End support for Guided Buying including Lean Services with S/4 HANA Cloud leveraging Cloud Integration Gateway
  - **Catalogs and CMS**
    - Certificate based access to Catalog extraction
    - Determine Execution order of CMS Rules
    - Synchronize actions across Catalog and CMS workspace
    - Excel File type support for catalog data in non CMS realms
    - Duplicate Check Function in CMS
    - Auto Publish updated Lookups to references in CMS
    - Catalog enhancements to support reservation of MRO Inventory items
    - Stock check and reservation for Inventory items
# Intelligent Enterprise – Source-to-Pay Process Roadmap

## Buy and Deliver

### Recent innovations

<table>
<thead>
<tr>
<th>Requisitions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enable custom rules as preconditions in purchase requisition workflows</td>
</tr>
</tbody>
</table>

### Analytics/Intelligence

| Situation management – manage overdue confirmations for purchase requisition items |
| Situation management – notification of quantity deficit in supplier’s delivery |

### Trading Partner Collaboration

| Display classification code and domain in purchase orders |
| Unit price tolerance for order confirmation |
| Ship Notice Customization |

### Planned Q2/2019

| Buy and Deliver Trade Partner Collaboration |
| Items to Ship enhancements |

### Planned Q3/2019

| Buy and Deliver Analytics/Intelligence |
| Enable item recommendations and basic Web analytics report including U.S. and EU data center |

| Trading Partner Collaboration |
| End to End support for Commerce Automation leveraging Cloud Integration Gateway |
| Return order collaboration |
| Ship Notice incoterm visibility in items to ship |
| Ship Notice Update |
| Ship Notice API – support for visibility and maintenance of Ship Notice |

### Future Direction

| Buy and Deliver Spot Buy |
| End-User Messaging & Contact Info |
| GB Tile Search and simplified filters |
| GB Bundled Products |
| eCl@ss Support |
| Second Chance Purchase |

| Analytics/Intelligence |
| User-based preferences and improved presentation of selection based on AI/ML data analysis |

| Trading Partner Collaboration |
| Support Lean Services collaboration |
| Freight order collaboration |
| Order Confirmation and Ship Notice PDF uploader capability |
| Purchase order close status support |
| Purchase Order Status API |
| New Trading Partner portal landing page for Sourcing and Contracts |
| Improved on-boarding capabilities for trading partners |
## Intelligent Enterprise – Source-to-Pay Process Roadmap
### Invoice and Pay

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<td>- Japan GRN report enhancement (summary invoice)</td>
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**Recent innovations**
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- Regulatory consistent e-Invoice support for Iceland
- Italy - New invoice process support for inbound invoices from suppliers
- Long term archiving support for Spain
- Support Japan subcontract act including enhancements for Japan payment terms

**Planned Q3/2019**
- New Trading Partner portal landing page
- Improved on-boarding capabilities for trading partners
- Invoice API – allows extraction of Invoices by suppliers and 3rd Party Partners
- Redesigned Invoice user experience
- Freight Invoice Support
- PDF Invoices - cXML transformation for allowances and charges
- Legal validation e-Invoicing API
- Regulatory compliant e-Invoicing support for Portugal and Russia
- Support for UBL e-Invoicing in Columbia and Peru
- Support SEFAZ regulatory validation changes
- Operational Analytics (Orders, Invoices and OTIF and Attainment Performance KPI’s) support leveraging SAC
SAP Transformation Navigator
Supporting your digital transformation

SAP Transformation Navigator provides you with clear guidance to chart the Intelligent Enterprise:

- Based on your currently used products, this free self-service produces an individualized report highlighting business value, detailing integration to SAP S/4HANA and other cloud products, and explaining transformation services and license information.
- With the new time-slider feature, you can even identify the best point in time to engage in your journey to becoming an intelligent enterprise.
- Discover the tool and your transformation path at https://support.sap.com/stn.
Learn more
SAP customers and partners

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► SAP Community
► IT Planning Resources
► Innovation Discovery
► SAP Transformation Navigator
► SAP User Groups
Thank you.