SAP Innovation And Optimization Pathfinder
for SAP ERP

Sample Inc.

Customer Name: Sample Inc.
Customer Number: 12345
Date of analysis: 15 Nov, 2018
System ID: PRD

Current Release: SAP ERP - EHP7
Database: Oracle
Country: Germany

Oil and Gas Industry

SAMPLE REPORT
INTRODUCTION

TRENDS IN SUPPLY CHAIN

FOCUS AREAS

ABOUT THE REPORT

**SAP Innovation and Optimization Pathfinder for Line of Business**

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**Customer-specific improvement and innovation opportunities** based on your current core SAP ERP system usage and business performance.

**Industry benchmarks and best-practice recommendations** as guidance from other SAP customers on how to optimize your business areas.

**Interactive report** navigates business decision makers to relevant information, services and tools.

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Supply Chain in the Digital Economy

**Predictive Forecasting and Demand Sensing**
- Short-term demand prediction with demand sensing algorithms.
- Remote capture and analysis of sensor data from connected devices and feeding to demand management process.

**Demand Driven Material Requirement Planning (DDMRP)**
- Dynamic planning of replenishments with DDMRP which is fully integrated into existing MRP concept.
- Replenishment only for real demand and introduction of buffers at strategically important points.

**Live Inventory Management**
- Live inventory management enabling unlimited simultaneous material movements and allowing for true transparency on inventory and material flows.
- Decreased stock buffers due to better transparency and insights.

**Warehousing and Transportation on One Platform**
- Single warehousing platform for all warehousing operations, including optimization, automation, and labor management.
- Single transportation platform with basic and advanced shipping functionality and real-time embedded analytics.

Read the whitepaper »
'Plan to Position' is an end-to-end supply chain planning scenario which relates to production, procurement and positioning the product in the supply chain in anticipation of demand.

'Order to Delivery' is an end-to-end supply chain planning and execution scenario which relates to efficient order fulfillment and delivery.
SAP Innovation and Optimization Pathfinder for Supply Chain

Provides tailored, scenario-specific recommendations for Supply Chain

1. BUSINESS PROCESS IMPROVEMENT:
   Proactively control and improve your business processes with SAP Support tools and services

2. INNOVATION RECOMMENDATIONS:
   Personalized innovation recommendations based on your current SAP data:
   - OPTIMIZE
     - Benefit from functional enhancements for SAP ERP and an improved user experience with SAP Fiori
   - EXTEND
     - Grow your SAP ERP footprint and leverage SAP Leonardo and SAP Cloud
   - MOVE
     - Move your SAP ERP to the most advanced real-time business processes in SAP S/4HANA
### KEY FINDINGS IN YOUR SAP ERP SYSTEM

<table>
<thead>
<tr>
<th>PLAN TO POSITION</th>
<th>ORDER TO DELIVERY SUPPLY CHAIN</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business Key Figures</strong></td>
<td><strong>Your Value</strong></td>
</tr>
<tr>
<td>Overdue stock transport order schedule lines</td>
<td>932 order lines</td>
</tr>
<tr>
<td>Purchase order items open &amp; overdue</td>
<td>140,981 order items</td>
</tr>
<tr>
<td>Inbound deliveries overdue for GR</td>
<td>283,199 deliveries</td>
</tr>
<tr>
<td>Planned orders with opening date in the past</td>
<td>187,990 orders</td>
</tr>
</tbody>
</table>

| **Details »**
| **Details »** |

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## Plan to Position

### Business Key Figures

<table>
<thead>
<tr>
<th>Overdue stock transport order schedule lines</th>
<th>Your Value</th>
<th>Industry Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>932 order lines</td>
<td>![Bar Chart]</td>
</tr>
</tbody>
</table>

### Industry Benchmark

<table>
<thead>
<tr>
<th>Bottom 25%</th>
<th>Median</th>
<th>Top 25%</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.961</td>
<td>1.604</td>
<td>311</td>
</tr>
</tbody>
</table>

---

**What's next**

1. **Business Process Improvement for Plan to Position**
2. **Innovation Recommendations for Plan to Position**
**Plan to Position**

### Findings

What we measured

- **932** Overdue stock transport order schedule lines

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>123</td>
<td>13%</td>
</tr>
<tr>
<td>4-11 months old</td>
<td>268</td>
<td>29%</td>
</tr>
<tr>
<td>12+ months old</td>
<td>541</td>
<td>58%</td>
</tr>
</tbody>
</table>

### Implication

Understand the problem

- Stock transport orders that are not yet fully delivered and for which the planned delivery date is already overdue
- Indication of current delays in the internal purchasing process
- The supplying plant has been posted but the complete quantity has not yet been received
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP)

### Possible Approaches

Improve or innovate

- Determine which of the stock transport orders are not fully delivered and for which the planned delivery date is already overdue
- Determine why the supplying plant has been posted but the complete quantity has not yet been received
1. Identify root-causes and proactively control and improve your business processes

With tools and services included with SAP Support*

Supply Chain Planning Accuracy indicates a sequence of activities to run accurate and consistent supply chain planning steps.

Transparency about the various activities is important which should be planned and controlled to reach the planned situation.

The earlier the related KPIs are tracked and cleaned up the better is the quality and time frame with impact on costs.

With SAP Solution Manager such a KPI tree can be defined and tracked.

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.
2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds
From a single source on your desktop or tablet. No manual data collection anymore.

Track your progress along defined business goals:
Actual values, thresholds, progress and remaining gaps

- Quick and powerful overview about the current status and progress of Business KPIs in real-time:
  - Always up-to-date without additional effort
  - Accessible on desktops and mobile devices
  - Illustration of KPI dependencies
  - Tracking along organizational structures
  - Restricted access based on authorization
  - Drill-down to the individual documents

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

Progress Management Board
Optimize your ERP
Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

Top enhancements:
- Quality Management, Extensions
- MM, Integration of Materials Management and Financial Accounting
- MM, Stock in Transit & Actual Costing

Many enhancements and SAP Fiori apps for the SAP Business Suite are included with your underlying SAP software license and maintenance agreement.*

Details »

Extend your current solution
Explore SAP Leonardo & cloud solutions

Top SAP Leonardo recommendations:
- Demand Management and Insights
- Demand Sensing and Planning
- Predictive Modeling

Details »

Move to SAP S/4HANA
Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

Top business scenarios:
- Advanced Available to Promise
- Material Requirements Planning
- Demand-Driven Replenishment

Details »

SAP Model Company

• SAP S/4HANA is the “digital core” natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

Details »

* Details can be found in SAP Note 152246 and http://news.sap.com/sapphire-now-sap-fiori-user-experience/
### Latest enhancements for your SAP ERP system

Top enhancements:

<table>
<thead>
<tr>
<th>Enhancement Name</th>
<th>Industry Usage</th>
<th>Relevant Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality Management, Extensions</td>
<td>★★★</td>
<td>6</td>
</tr>
<tr>
<td>MM, Integration of Materials Management and Financial Accounting</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>MM, Stock in Transit &amp; Actual Costing</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>QM: Inspection Plan Integration</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Service Parts Management Innovations</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Integration of SCM and ERP</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Enhanced integration with SAP Extended Warehouse Management</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Order Info System and Planning Evaluations</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
</tbody>
</table>

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.
Extend your solution with SAP Leonardo

Integrate all your data – IoT, supply chain, product, and more

- Create accurate demand plans by gaining insights to achieve productivity and customer satisfaction »
- Improve demand sensing and planning to achieve more timely and accurate forecasts »
- Create high-performance predictive modeling by automating or choosing algorithms including your own »

Next Steps »
Transform your core
Next-Generation digital business with SAP S/4HANA:

<table>
<thead>
<tr>
<th>Business Scenario Name</th>
<th>Industry Usage</th>
<th>Relevant Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Available to Promise</td>
<td>★★★</td>
<td>68</td>
</tr>
<tr>
<td>Material Requirements Planning</td>
<td>★★★</td>
<td>43</td>
</tr>
<tr>
<td>Demand-Driven Replenishment</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Constraint Based Production Planning</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Inventory Analytics</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Requirements Processing</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
</tbody>
</table>

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

SAP Model Company: State of the art digital foundation
Realize your digital vision quickly based on proven best-practices:

- ‘Plan to Position’ is an end-to-end supply chain planning scenario which relates to production, procurement and positioning the product in the supply chain in anticipation of demand.
- Specifically for the Model Company Oil & Gas there is a preconfigured scenario for "Supply of Refined Products by Barge Intercompany":
- This enables easy and comfortable scheduling of bulk transport and addressing the impact on projected (future) stock with highly automated subprocesses, like creation of nomination from simulations and automatic creation of the complete document flow and update of product inventory based on tickets.

- Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides
- Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

More information »
SAP Innovation and Optimization Pathfinder for Supply Chain

Sample Inc. | System: PRD
Oil and Gas Industry

INTRODUCTION  EXECUTIVE SUMMARY  PLAN TO POSITION  ORDER TO DELIVERY SUPPLY CHAIN  NEXT STEPS

BUSINESS KEY FIGURES  BUSINESS PROCESS IMPROVEMENT  INNOVATION RECOMMENDATIONS

OVERVIEW  OPTIMIZE  EXTEND  MOVE


Classical statistical forecasting and consensus demand planning process based on historical data, often leading to unsatisfactory accuracy

Propagation of supply requirements through company’s network with limited consideration of business priorities and no connection to fulfillment planning

Use of emails, phone calls, and spreadsheets to resolve issues when there is a supply disruption or a demand change to determine how to respond

The New World With SAP

Integrated Business Planning  Demand Planning & Sensing  Response & Supply Planning  Scenario Planning & collaboration

Holistic alignment to business plan including financials and inventory target setting, supported by internal collaboration

Demand plans consider demand signals from orders, shelf, and web with intelligent adjustments to eliminate bias and determine optimum forecast parameters

Finite planning based on optimization or business priority rules, coordinated electronically with trading partners, with full pegging visibility

Full visibility to demand and supply across the extended network, to simulate changes to plan, with root cause analysis to understand and resolve issues

Read the whitepaper »

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### Order to Delivery Supply Chain

#### Business Key Figures

<table>
<thead>
<tr>
<th>Figure</th>
<th>Description</th>
<th>Your Value</th>
<th>Industry Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Purchase order items open &amp; overdue</td>
<td>140,981</td>
<td>Bottom 25%: 8,775</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Median: 6,099</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Top 25%: 2,207</td>
</tr>
<tr>
<td>2</td>
<td>Inbound deliveries overdue for GR</td>
<td>283,199</td>
<td>Bottom 25%: 19,140</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Median: 1,245</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Top 25%: 94</td>
</tr>
<tr>
<td>3</td>
<td>Planned orders with opening date in the past</td>
<td>187,990</td>
<td>Bottom 25%: 14,684</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Median: 878</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Top 25%: 37</td>
</tr>
<tr>
<td>4</td>
<td>Purchase requisition items open &amp; overdue</td>
<td>20,314</td>
<td>Bottom 25%: 12,631</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Median: 3,96</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Top 25%: 1,521</td>
</tr>
<tr>
<td>5</td>
<td>Outbound deliveries overdue for GI</td>
<td>456</td>
<td>Bottom 25%: 5,340</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Median: 1,107</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Top 25%: 136</td>
</tr>
</tbody>
</table>

**What's next**

1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
## Order to Delivery Supply Chain

### Business Key Figures

<table>
<thead>
<tr>
<th>Business Key Figures</th>
<th>Your Value</th>
<th>Industry Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales orders billed but not delivered</td>
<td>54 orders</td>
<td>Bottom 25%: 1, Median: 36, Top 25%: 2</td>
</tr>
<tr>
<td>Stock transport order items overdue for delivery creation</td>
<td>231 order items</td>
<td>Bottom 25%: 7, Median: 950, Top 25%: 107</td>
</tr>
<tr>
<td>Open transfer requirement items</td>
<td>344 transfer items</td>
<td>Bottom 25%: 78, Median: 7,244, Top 25%: 617</td>
</tr>
<tr>
<td>Open outbound transfer order items</td>
<td>1 order items</td>
<td>Bottom 25%: 1,051, Median: 171, Top 25%: 7</td>
</tr>
</tbody>
</table>

### What's next

1. **Business Process Improvement for Order to Delivery Supply Chain**
2. **Innovation Recommendations for Order to Delivery Supply Chain**
**Business Key Figures**

**Findings**
What we measured

- **140,981** Purchase order items open & overdue

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>928</td>
<td>128,649</td>
<td>11,404</td>
</tr>
<tr>
<td>1%</td>
<td>91%</td>
<td>8%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

- Purchase order items not yet fully delivered and the planned delivery date is already overdue
- Indication of current delays in the purchasing process
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP)

**Possible Approaches**
Improve or innovate

- Determine which of the overdue purchase order items are still active and have open quantities that are still to be delivered
- For overdue purchase order items for which the outstanding goods receipt quantity will no longer be delivered, set the ‘Delivery Completed’ indicator

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**What’s next**

1. **Business Process Improvement for Order to Delivery Supply Chain**
2. **Innovation Recommendations for Order to Delivery Supply Chain**
Order to Delivery Supply Chain

Findings
What we measured

283.199
Inbound deliveries overdue for GR

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Inbound Deliveries</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-3 months old</td>
<td>13,081</td>
</tr>
<tr>
<td>4-11 months old</td>
<td>119,131</td>
</tr>
<tr>
<td>12+ months old</td>
<td>150,987</td>
</tr>
</tbody>
</table>

KPI Catalogue »

Implication
Understand the problem

- Inbound Deliveries that are overdue for goods receipt posting
- The planned delivery date is older than one day and the goods receipt is not yet fully posted
- Indication of current delays in the internal purchasing process
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP)

Possible Approaches
Improve or innovate

- Determine whether goods receipt for inbound deliveries are still required
- If yes, post the missing goods receipts

What's next
1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
### Order to Delivery Supply Chain

#### Findings
What we measured

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planned orders with opening date in the past</td>
<td>176</td>
<td>-25,642</td>
<td>213,456</td>
</tr>
<tr>
<td></td>
<td>0%</td>
<td>-14%</td>
<td>114%</td>
</tr>
</tbody>
</table>

#### Implication
Understand the problem

- Planned orders (external procurement) for which the opening date is in the past and not yet converted into purchase requisition
- Indication of current delays in the internal purchasing process
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP)

#### Possible Approaches
Improve or innovate

- Determine whether obsolete planned orders still need to be converted to purchase requisitions.
- If not, check whether the planned orders are still needed. If yes, delete the obsolete planned orders

What's next

1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
Order to Delivery Supply Chain

Findings
What we measured

20,314
Purchase requisition items open & overdue

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>276</td>
<td>3,117</td>
<td>16,921</td>
</tr>
<tr>
<td>1%</td>
<td>15%</td>
<td>83%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

- Purchase requisition items not fully converted into purchase orders and the required delivery date is overdue
- Indication of current delays in the purchasing process
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP)

Possible Approaches
Improve or innovate

- Determine whether the open overdue purchase requisition items still have to be converted to purchase orders
- Determine whether they can be closed by setting the "Closed" flag
- Archive the closed items

What's next

1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
Order to Delivery Supply Chain

Findings
What we measured

456
Outbound deliveries overdue for GI

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>123</td>
<td>321</td>
</tr>
<tr>
<td>3%</td>
<td>27%</td>
<td>70%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

• Open outbound deliveries overdue for goods issue posting for which the planned goods issue date lies in the past
• The delivery date cannot be met
• The customer delivery could be delayed

Possible Approaches
Improve or innovate

• Determine whether goods issues are still to be posted.
• If not, check whether the obsolete outbound deliveries can be archived

What’s next
1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
**Order to Delivery Supply Chain**

**Findings**
What we measured

54
Sales orders billed but not delivered

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>6%</td>
<td>3</td>
<td>39</td>
<td>12</td>
</tr>
<tr>
<td>72%</td>
<td>39</td>
<td>72</td>
<td>22</td>
</tr>
<tr>
<td>22%</td>
<td>12</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

- Sales orders are relevant for delivery but were not delivered
- Sales orders are fully billed but not or not yet fully delivered
- This might lead to unsatisfied customers that should pay more than what they received.

**Possible Approaches**
Improve or innovate

- Assess why sales orders that have already been billed have not been delivered
- Clean up and eliminate process obstacles
- Optimize and automate the invoice processing and exception management

What's next

1. **Business Process Improvement for Order to Delivery Supply Chain**
2. **Innovation Recommendations for Order to Delivery Supply Chain**
### Business Key Figures

**Order to Delivery Supply Chain**

**Findings**
What we measured

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock transport order items overdue for delivery creation</td>
<td>12</td>
<td>216</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>5%</td>
<td>94%</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Implication**
Understand the problem

- Stock transport orders for which the creation of the outbound delivery from the supplying plant is already overdue and the outbound delivery has not yet been created.
- Indication of current delays in the internal purchasing process.
- Indication of (old) supplying elements that are considered in current available to promise planning (ATP) and material requirement planning (MRP).

**Possible Approaches**
Improve or innovate

- Determine which of the overdue stock transport order items are still active and have open quantities to be delivered.
- For overdue items for which the outstanding goods receipt quantity will no longer be delivered, set the "Delivery Completed" indicator.

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Findings
What we measured

344 Open transfer requirement items

<table>
<thead>
<tr>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>23</td>
<td>321</td>
</tr>
<tr>
<td>0%</td>
<td>7%</td>
<td>93%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

- Open transfer requirement orders that were created more than three days ago and have not yet been converted into transfer orders
- This could cause a delay in the put away/picking scenario

Possible Approaches
Improve or innovate

- Check in the Customizing to determine whether automatic transfer requirement creation is intended for the relevant warehouse management movement type
- Assess whether the obsolete transfer requirements can be deleted or archived.

What’s next
1 Business Process Improvement for Order to Delivery Supply Chain
2 Innovation Recommendations for Order to Delivery Supply Chain
Order to Delivery Supply Chain

Findings
What we measured

1. Open outbound transfer order items

<table>
<thead>
<tr>
<th></th>
<th>0-3 months old</th>
<th>4-11 months old</th>
<th>12+ months old</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>%</td>
<td>0%</td>
<td>0%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Implication
Understand the problem

- Open picking transfer orders that were created more than three days ago and have not yet been confirmed
- This could lead to a delay in the picking and delivery process

Possible Approaches
Improve or innovate

- Assess whether the obsolete transfer order item can be manually confirmed and archived

What’s next

1. Business Process Improvement for Order to Delivery Supply Chain
2. Innovation Recommendations for Order to Delivery Supply Chain
1. Identify root-causes and proactively control and improve your business processes

With tools and services included with SAP Support*

Days In Inventory (DII) is a measure how long it takes to turn the inventory into sales.

There are different influencing factors and dependencies to DII which should be made transparent and tracked. Only with transparency the required decisions can be done to optimize DII.

With SAP Solution Manager such a KPI tree can be defined and tracked.

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.
2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds

From a single source on your desktop or tablet. No manual data collection anymore.

Track your progress along defined business goals: Actual values, thresholds, progress and remaining gaps

Quick and powerful overview about the current status and progress of Business KPIs in real-time:

- Always up-to-date without additional effort
- Accessible on desktops and mobile devices
- Illustration of KPI dependencies
- Tracking along organizational structures
- Restricted access based on authorization
- Drill-down to the individual documents

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.
### Innovation Recommendations Summary for Order to Delivery Supply Chain

#### Optimize your ERP

Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

**Top enhancements:**
- Alternative document handling in audit management
- Business Foundation: Services for Supplier
- Dangerous goods management


#### Extend your current solution

Explore SAP Leonardo & cloud solutions

**Top SAP Leonardo recommendations:**
- Sense and Respond to Demand Insights
- Connecting and Monitoring Business Assets
- Connect and Monitor Containers

*Details »*

- Many enhancements and SAP Fiori apps for the SAP Business Suite are included with your underlying SAP software license and maintenance agreement.*

- SAP Leonardo offers business process improvements based on the newest innovations like machine learning and Internet of Things (IoT).*

*Details »*

#### Move to SAP S/4HANA

Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

**Top business scenarios:**
- Warehouse Management
- Shipping
- Integrated Transportation Management

*Details »*

- SAP S/4HANA is the “digital core” natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more.
## Latest enhancements for your SAP ERP system

**Top enhancements:**

<table>
<thead>
<tr>
<th>Enhancement Name</th>
<th>Industry Usage</th>
<th>Relevant Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alternative document handling in audit management</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Business Foundation: Services for Supplier</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Dangerous goods management</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Quality notification improvements</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Global label management improvements</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Interchangeability in STO</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Progress Tracking Data in Purchase Order</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>QM: visual inspection planning</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Regulatory exigencies</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
</tbody>
</table>

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.
Integrate all your data – IoT, supply chain, product, and more

- Sense and respond to demand insights and meet customer needs more effectively »
- Connect, monitor, and control customer facing products »
- Connect and Monitor Containers »

Extend your solution with SAP Leonardo

Next Steps »
### SAP Model Company: State of the art digital foundation

Realize your digital vision quickly based on proven best-practices:

- ‘Order to Delivery’ is an end-to-end supply chain planning and execution scenario which relates to efficient order planning, scheduling, fulfillment and delivery.

*Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides

Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

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**Business Key Figures**

<table>
<thead>
<tr>
<th>Business Scenario Name</th>
<th>Industry Usage</th>
<th>Relevant Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warehouse Management</td>
<td>★★★</td>
<td>86</td>
</tr>
<tr>
<td>Shipping</td>
<td>★★★</td>
<td>27</td>
</tr>
<tr>
<td>Integrated Transportation Management</td>
<td>★★★</td>
<td>27</td>
</tr>
<tr>
<td>Goods Issue</td>
<td>★★★</td>
<td>3</td>
</tr>
<tr>
<td>Goods Receipt</td>
<td>★★★</td>
<td>Recommended*</td>
</tr>
<tr>
<td>Returnable Packaging Logistics</td>
<td>★★★</td>
<td>Recommended*</td>
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</tbody>
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*Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

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**Next Steps**

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The New World With SAP

**Sales Order Capture**
- Up-to-date inventory information resulting in realistic fulfillment commitments.
- Rule-based product allocations.

**Online Order Confirmation**
- Live MRP.

**Purchase Requisition / Production**
- MRP runs possible multiple times a day. Material shortages identified instantly.
- Automated decision recommendations and integrations into Ariba network.
- Just-in-time material availability.

**Inventory Management**
- Minimized safety stock with just-in-time material availability.
- Single warehousing platform for all warehousing operations.

**Outbound Delivery, Transport Planning & Dispatch**
- Single platform for transportation management with real-time embedded analytics.

**In-Transit tracking**
- Insights into transportation execution, tracking goods and assets in transit (SAP Global track and Trace).
- Analyze vehicle and sensor data in real time, optimizing logistics and improving service (SAP Vehicle Insights).

**Order to Delivery**

**SUPPLY CHAIN**

**INTRODUCTION**

**EXECUTIVE SUMMARY**

**PLAN TO POSITION**

**ORDER TO DELIVERY SUPPLY CHAIN**

**NEXT STEPS**

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The Intelligent Enterprise is on and we hope you found the recommendations relevant for discovering possibilities to improve your business.

The next steps below will provide some guidance on HOW you can move forward to further assess the different options and related business outcomes:

- **Review the business KPIs provided to understand potential business impact and current practice.**
- **Get a better understanding of backlogs and improvement potential with “drill down” into the numbers using SAP Solution Manager.**
- **Assess the different opportunities to improve your business processes:** enhancing your current ERP solution, extending your current ERP solution, or moving to the next SAP Digital core.
- **Review in the next slides, for each option, which services are already included in your maintenance agreement or available to you from SAP DBS to provide guidance, and safeguard your digital transformation journey.**

**SAP Enterprise Support**

**SAP Digital Business Services**
LEARN MORE ABOUT:

Watch this video to better understand how the Business Process Improvement capabilities from SAP Solution Manager can provide your business stakeholders with relevant information on the current health of core processes and monitor their progress with quantifiable KPIs.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Business Process Improvements Value Map

Leverage SAP Enterprise Support services to control template adherence to given standardized business processes and increase process efficiency. Furthermore you can reduce process costs, achieve faster period-end closing, improve working capital, ensure process compliance, improve the supply chain planning, improve data accuracy, increase technical performance, increase integration and process automation.

ADDITIONAL OFFERINGS FOR BUSINESS PROCESS IMPROVEMENTS*:

Premium Engagement Service for Business Process Improvement for SAP Solutions

• Initial process health check and mapping of Business Process Analytics key figures to customer business goals (e.g. perfect order fulfillment)
• Best practice implementation of Business Process Analytics and management tools for status and progress tracking in customer SAP Solution Manager

*SAP DBS Service offering, contract your SAP Services sales representative for more information

**Watch this video to learn about SAP Enterprise Support Value Map

Discover the Value Map** »
LEARN MORE ABOUT:

Get a quick introduction on what SAP Fiori apps are and how they can improve your business processes leveraging an enhanced business users experience.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

**Digital Innovation Value Map**

Leverage SAP Enterprise Support to simplify the SAP Fiori adoption journey. Rapidly design, build, and deploy SAP Fiori apps for browsers and mobile devices and easily extend or build customized SAP Fiori apps with SAP developer tools and technology, give your users the best SAP user experience via SAP Fiori Cloud.

ADDITIONAL OFFERINGS*:

**UX Design Services**

Build role-based, custom solutions to bring your business monetary and human value and enhance user efficiency and effectiveness.

**Mobile Engagement and Messaging Services**

Extend your reach, innovate services, engage consumers, and speed decision-making with intelligent, interconnected services.

*SAP DBS Service offering, contract your SAP Services sales representative for more information

**Watch this video to learn about SAP Enterprise Support Value Map**
LEARN MORE ABOUT:

Watch this video to better understand how new Intelligent Enterprise powered by SAP Leonardo will help your business to improve and transform your business.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Digital Innovation Value Map

Leverage SAP Enterprise Support services to discover and enable IoT business applications in the cloud. Securely integrate your cloud applications into your business landscape and empower your organization to build and scale a simple, personalized, and responsive user experience and discover Blockchain and Machine Learning technologies of SAP Leonardo.

ADDITIONAL OFFERINGS*:

SAP Leonardo
Unlock breakthrough innovation to resolve business challenges. Explore, prototype, and build market-ready solutions quickly.

Cloud Professional services
Use flexible, value-driven expertise to craft a road map, execute migration, and manage your hybrid or cloud infrastructure securely.

Consulting Services for the Internet of Things
Create and execute a successful Internet of Things or machine-to-machine (M2M) communication strategy, road map, and..

* SAP DBS Service offering, contract your SAP Services sales representative for more information
**Watch this video to learn about SAP Enterprise Support Value Map

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LEARN MORE ABOUT:

Watch this video to better understand how the Digital core of the new Intelligent Enterprise SAP S/4 HANA will help your business to improve and transform your business.

Watch the video »

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

SAP S/4HANA on premise Value Map

Leverage SAP Enterprise Support services to learn how to create your own product map and build your own business case based on your own system data. Plan your own digital transformation journey with SAP tools, products and services, discover the business value of SAP HANA and SAP S/4HANA and learn about new innovations, understand how to leverage SAP Activate framework and Best Practices to implement a successful SAP S/4HANA Project.

ADDITIONAL OFFERINGS*:

SAP Model Company

Kick-start your digital transformation with prepackaged solutions of tailored, ready-to-use functionality delivered as a service.

SAP Advanced Deployment

SAP Advanced Deployment provides customers with support throughout the entire deployment lifecycle of SAP S/4HANA.

Value Assurance

Follow a systematic approach to quickly implement SAP S/4HANA or SAP Business Warehouse with minimal risk and at a lower cost.

*SAP DBS Service offering, contract your SAP Services sales representative for more information

**Watch this video to learn about SAP Enterprise Support Value Map