SAP Enterprise Architect Global Summit
Virtual Event - March 1-3, 2022

Introduction to SAP Business Network

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Smart Devices

Maintenance Providers

Suppliers

Retailers

The global economy has transformed into a network economy.

Contract Manufacturers

Logistics Providers

Customers

Financial Institutions

However, today's enterprise-centric systems restrict visibility & collaboration

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

Our Vision

Transform today's fragmented supply chains into unified, collaborative and intelligent networks.
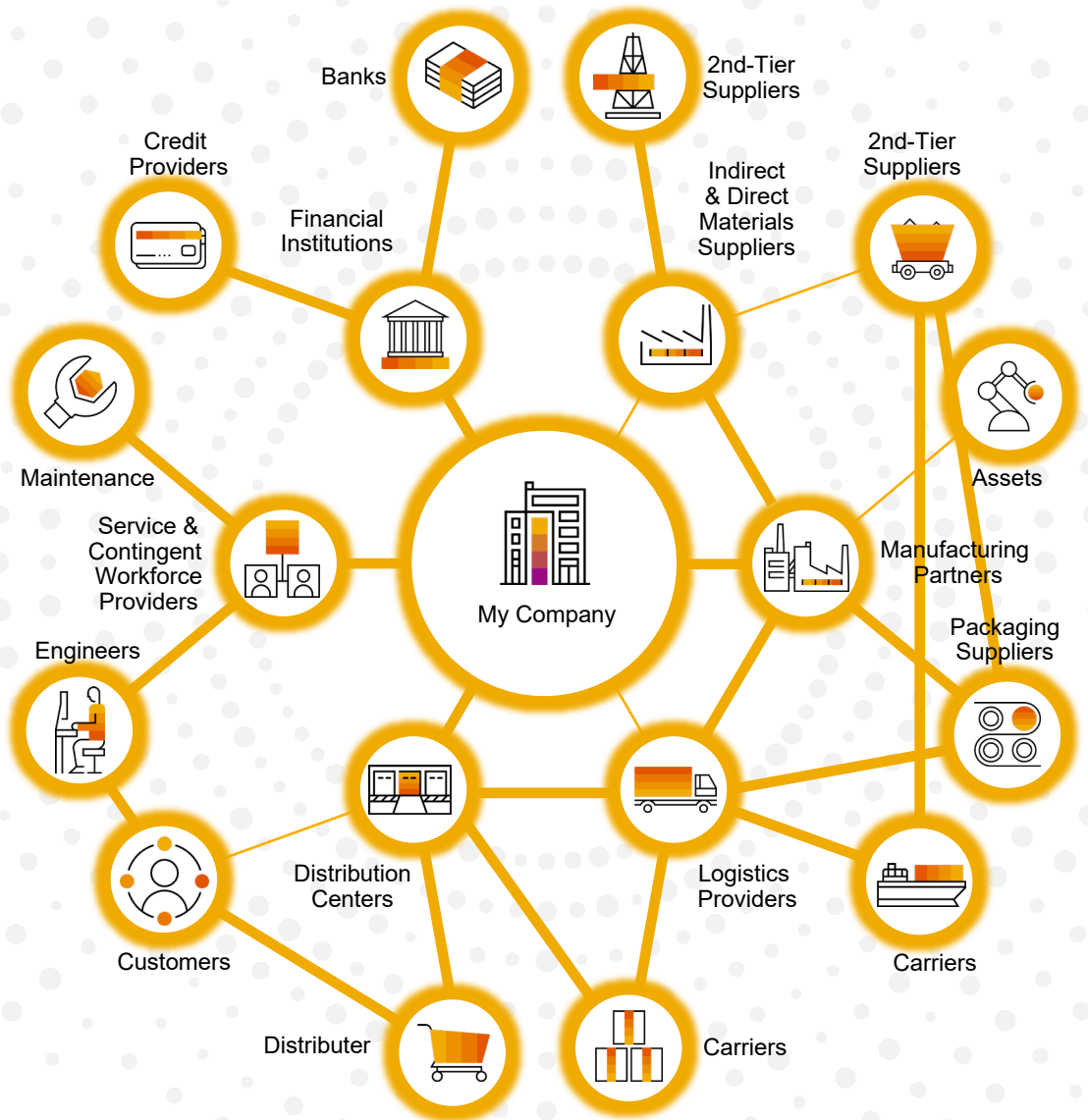
Our Vision

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# What is the value of a unified business network?

A company works with a contract manufacturer, who in turn relies on a packaging and parts supplier, who in turn relies on raw material suppliers.

They ship finished goods to a Distribution Center, who then transports to a distributer, who then sells to a customer.

And they all rely on carriers to get everything where it needs to go, and a financial network to pay for everything.

And, if the equipment requires maintenance, a service engineer is contracted to fix it under a maintenance contract.

How we're doing it

Business Community

Collaboration
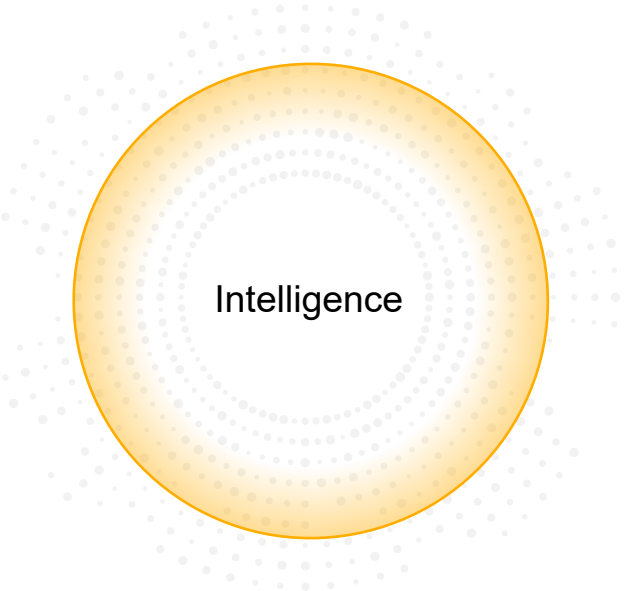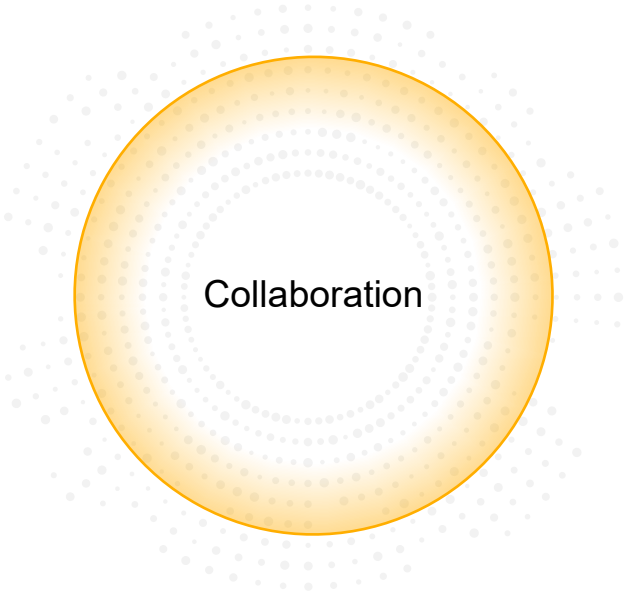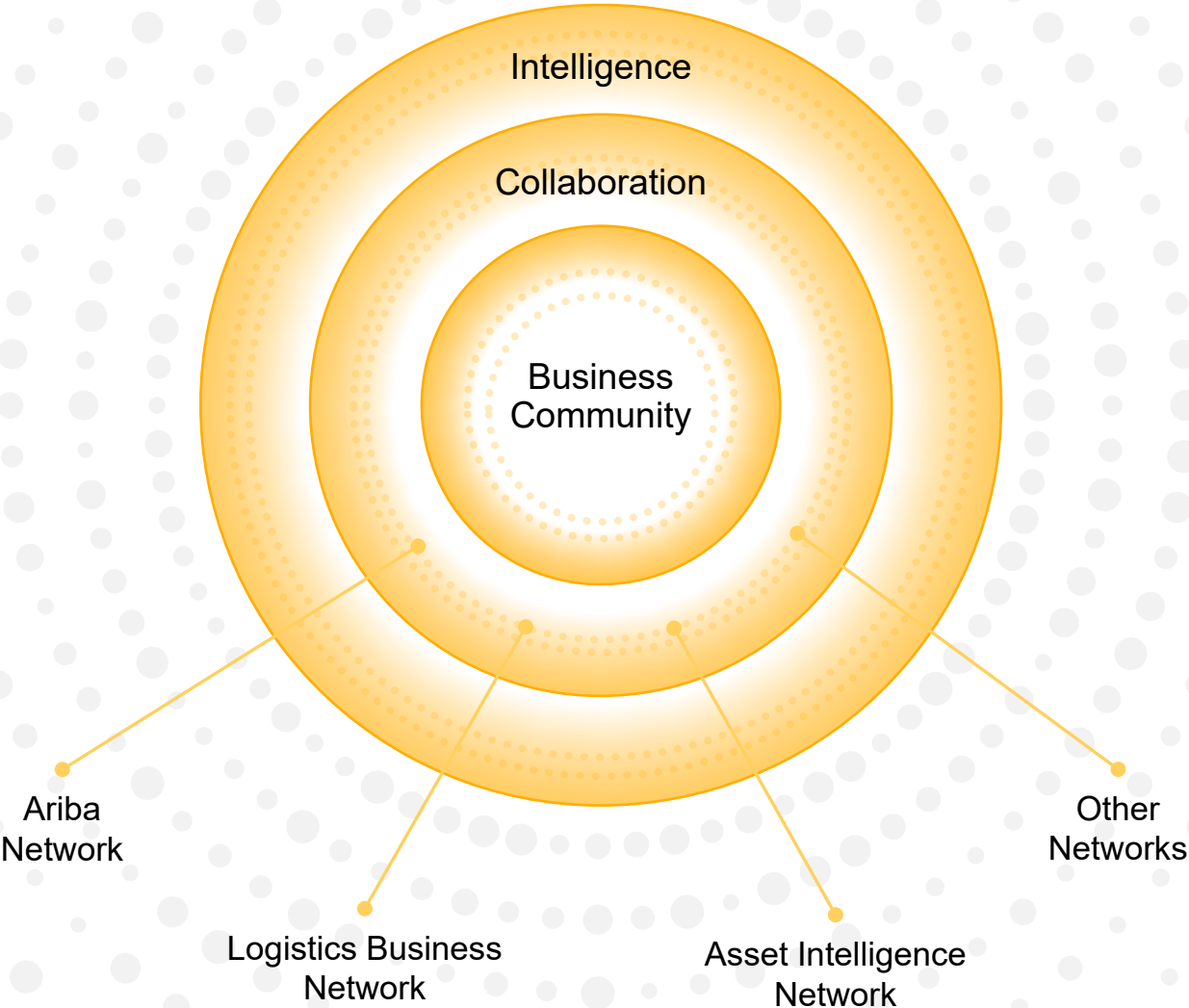
Intelligence

SAP Business Network

Creating a unified, collaborative, and intelligent network that delivers:

A global network of partners to better meet your business needs.

Network-wide process orchestration that redefines collaboration.

Integrated intelligence to deliver predictability.

One platform to easily connect with SAP and third-party networks.
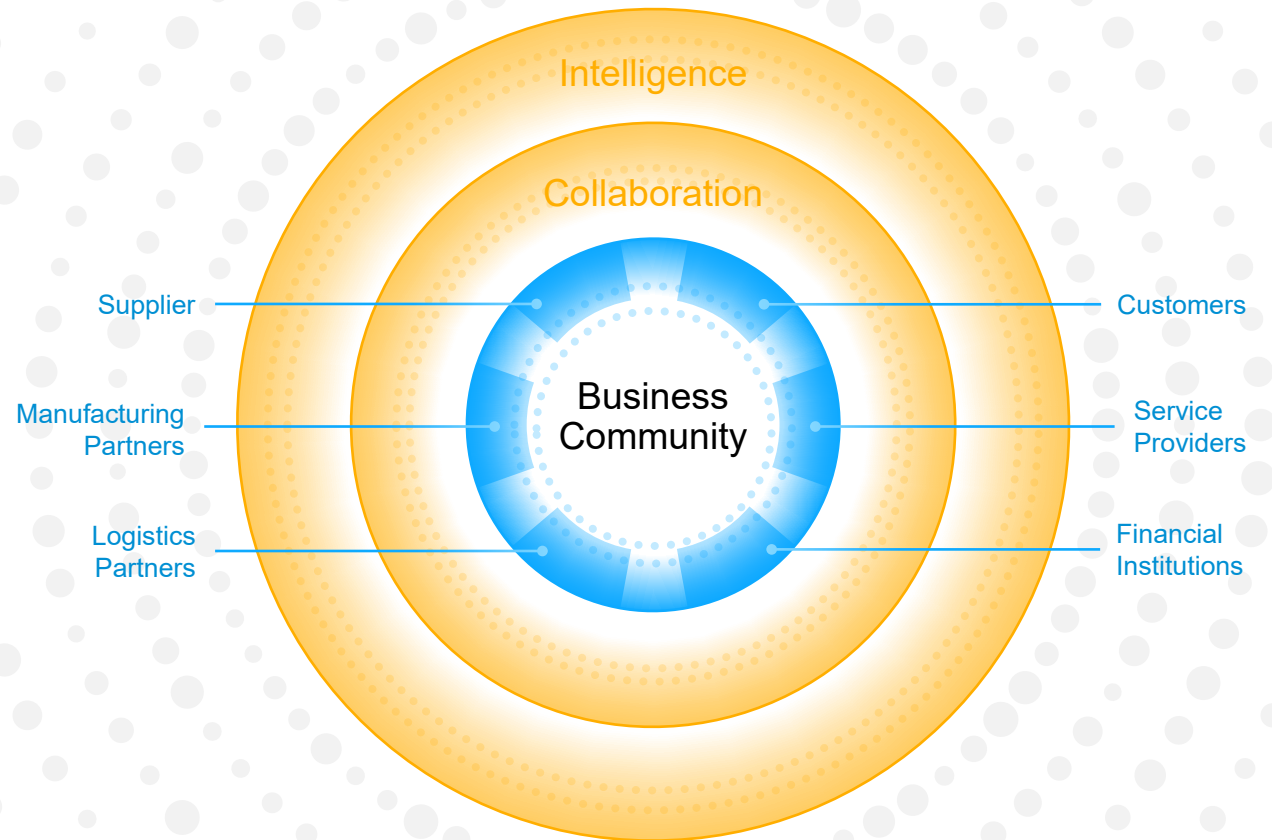

Intelligence

Collaboration

Business Community

Ariba Network

Logistics Business Network

Asset Intelligence Network

Other Networks

SAP Business Network
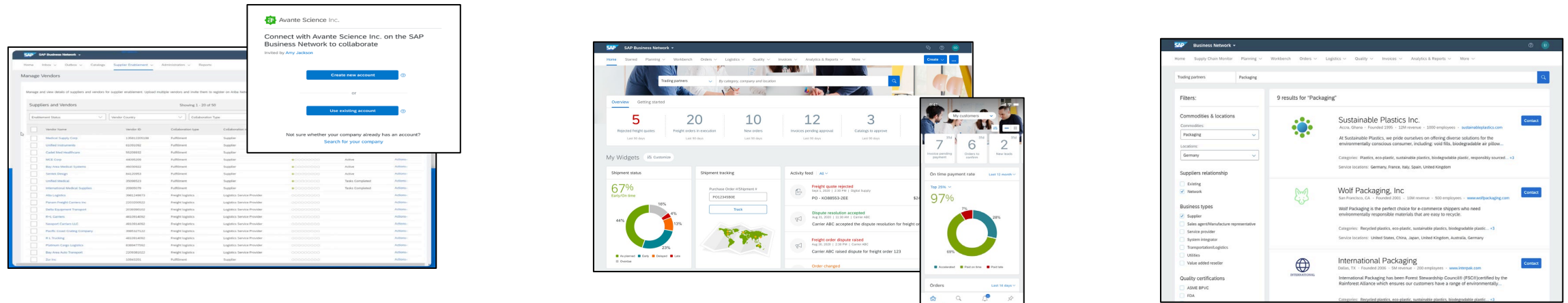
Business Community
of Trading Partners

Common trading partner directory
for ease of onboarding, search & discovery.

Single data model and user experience
to connect heterogenous systems and processes.

One platform enhanced through open APIs
to easily integrate with third-party networks and
value-added services.

Intelligence

Collaboration

Business
Community

Supplier

Manufacturing
Partners

Logistics
Partners

Customers

Service
Providers

Financial
Institutions

SAP Business Network | Unified Trading Partner Community

- ▪ **Onboard, manage and connect with your trading partners on one platform**

- ▪ **Achieve maximum trading partner adoption with an intuitive experience**

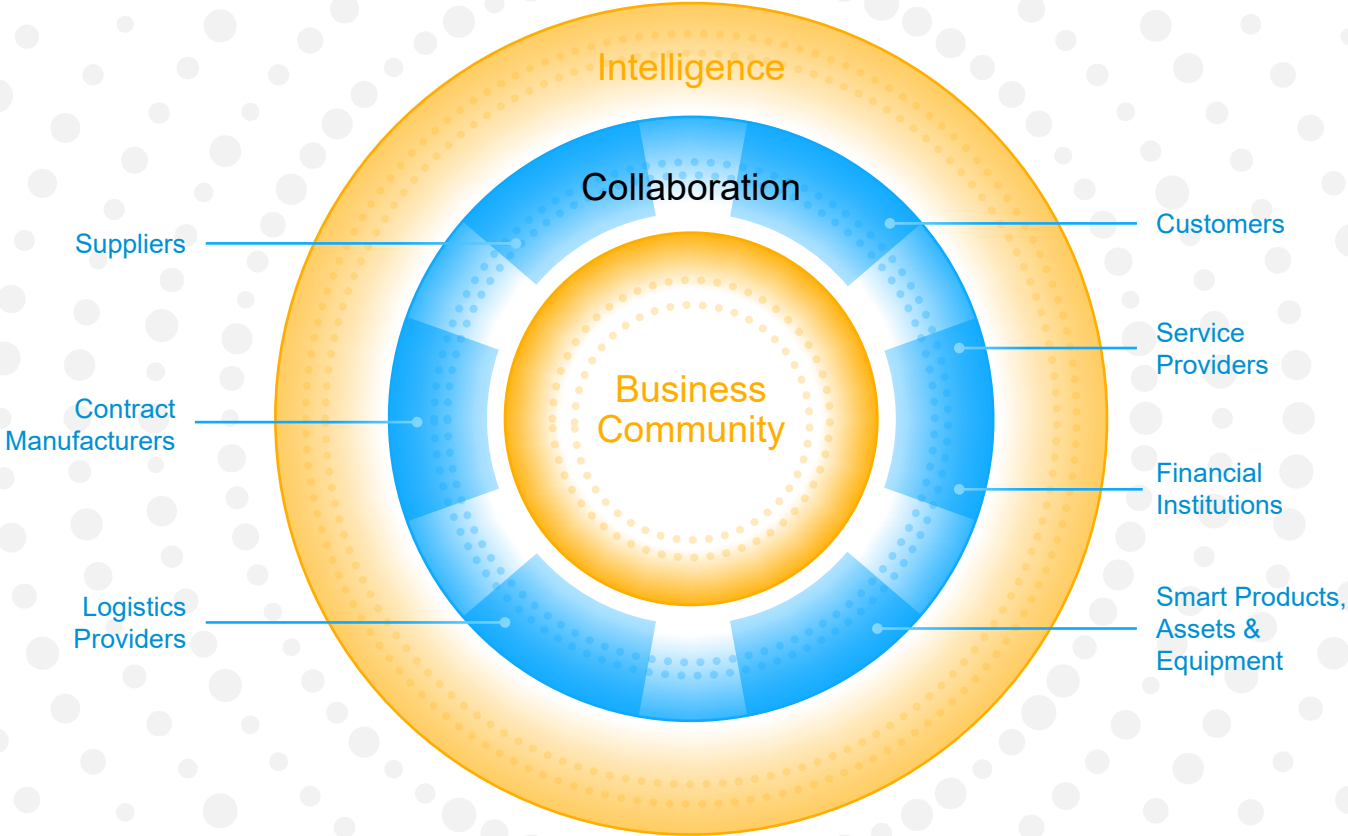- ▪ **Discover new trading partners for your business needs**

SAP Business Network

End-to-End Collaboration

Frictionless collaboration
by role or by function.

Streamlined processes and workflows
across your business and trading partners,
freely and securely.

Communicate in real-time
with the right information at the right time,
across trading partners.

Intelligence

Collaboration

Business Community

Suppliers

Contract Manufacturers

Logistics Providers

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Service Providers

Financial Institutions

Smart Products, Assets & Equipment

SAP Business Network Collaboration
E2E Supply Chain Collaboration for Inter-company Material Flow & Resiliency

- Forecast
- External manufacturing visibility
- Supplier managed inventory

- Purchase order
- Vendor consignment
- Scheduling agreement release
- Subcontract/ contract manufacturing
- Stock transport order
- Return order

- Quality notifications
- Quality inspections
- Quality reviews

- Commissioning
- Work order
- Recall & Refurbishment

Plan and forecast → **Contract, Execute and Settle Freight** → **Buy and Deliver** → **Track & Trace** → **Inspect Quality & Make** → **Invoice and Pay** → **Operate and Maintain**

- Freight Tendering
- Freight Execution and Settlement
- Dock Appointment Scheduling

- Freight Tracking
- Material Traceability

- Self-billing / ERS invoicing
- Vendor invoice and payment processing

SAP Business Network

Leverage the collective Intelligence of the network.

Understand results
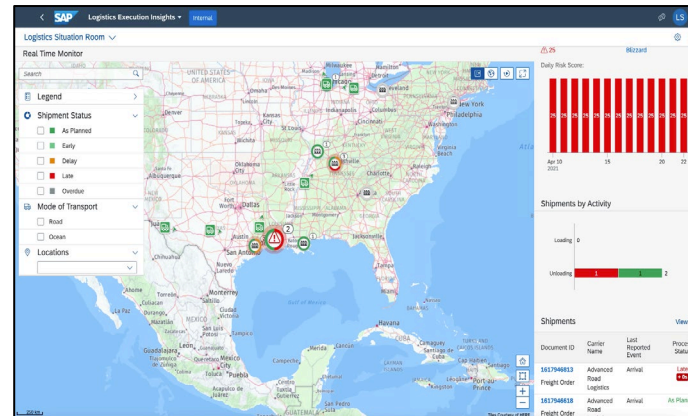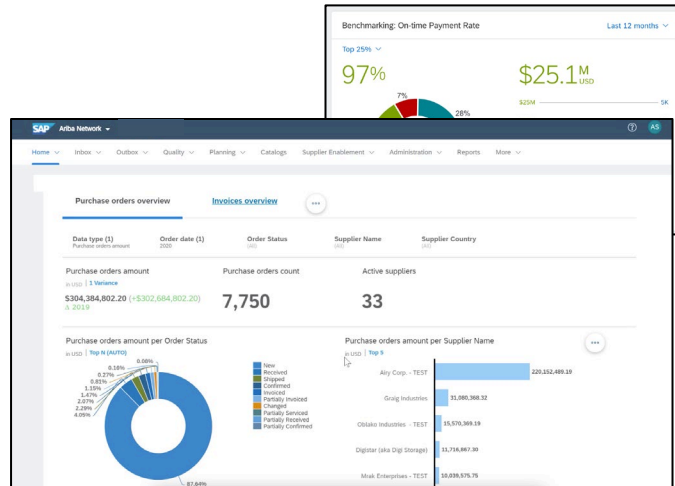to learn from trends and benchmarks.

Act in real-time
leveraging dashboards and exception alerts.

Predict changes
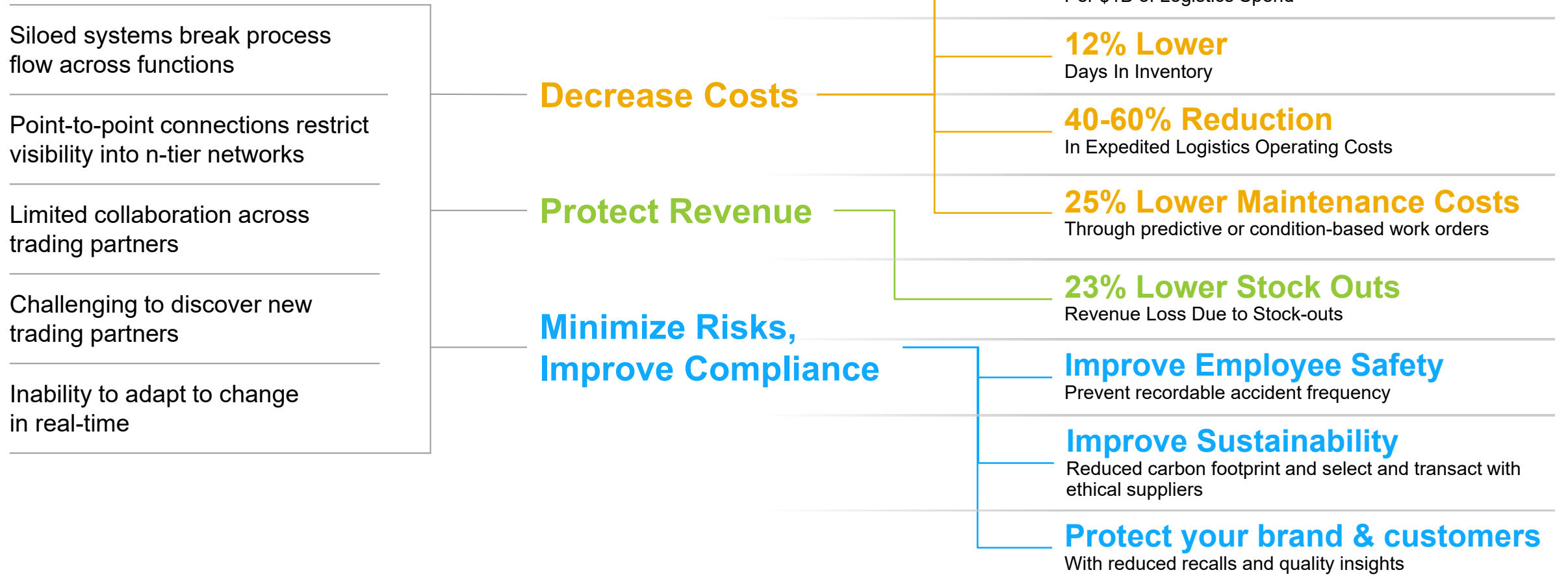to avoid disruptions and identify opportunities.

Intelligence

Collaboration

Business Community
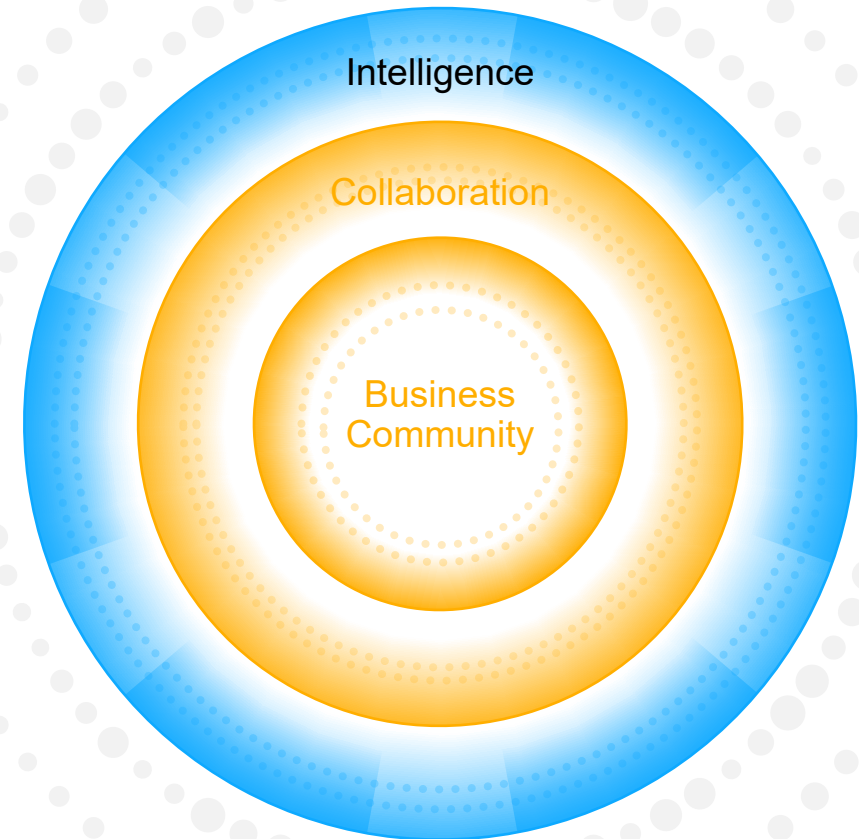
SAP Business Network | Network Intelligence
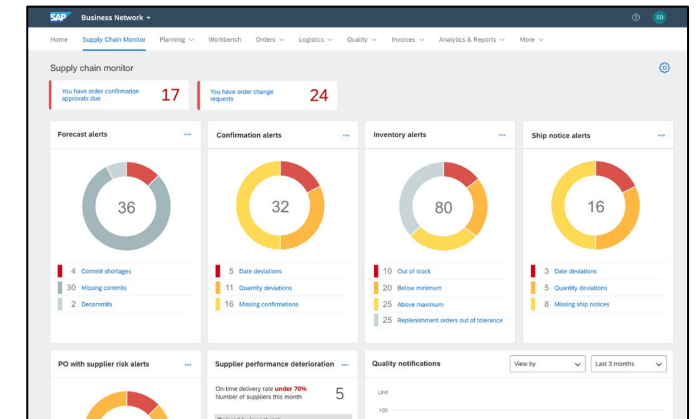
- **Understand performance with benchmarking and embedded analytics**

- **Access the supply chain logistics information in real-time**

- **Sense disruption with supply chain monitoring and alerts**

The Value of
SAP Business Network

Siloed systems break process
flow across functions

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in real-time

Decrease Costs

Protect Revenue

**Minimize Risks,
Improve Compliance**

$40M in Savings
Per $1B of Procurement Spend

$2.5M in Freight Cost Savings
Per $1B of Logistics Spend

12% Lower
Days In Inventory

40-60% Reduction
In Expedited Logistics Operating Costs

25% Lower Maintenance Costs
Through predictive or condition-based work orders

23% Lower Stock Outs
Revenue Loss Due to Stock-outs

Improve Employee Safety
Prevent recordable accident frequency

Improve Sustainability
Reduced carbon footprint and select and transact with
ethical suppliers

Protect your brand & customers
With reduced recalls and quality insights

[1] SAP Performance Benchmarking

SAP Business Network
Unified, Collaborative and Intelligent

Intelligence

Collaboration

Business
Community

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THANK YOU

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