# SAP Enterprise Architect Global Summit

Virtual Event - March 1-3, 2022

Deep Dive on SAP Business Networks
Enterprise Architect's Edition

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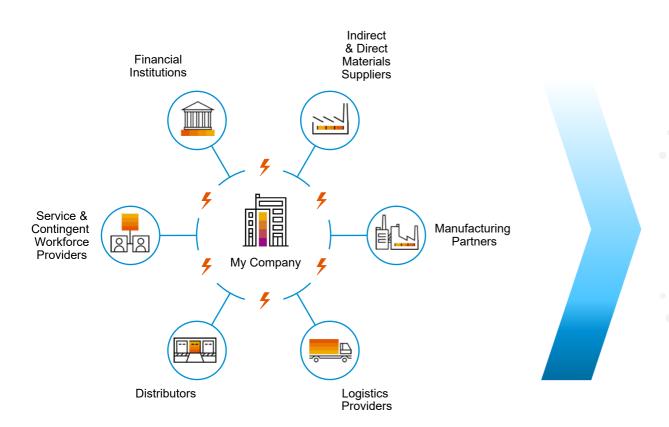
Rodion Schuster, Chief Customer Officer, SAP Business Network

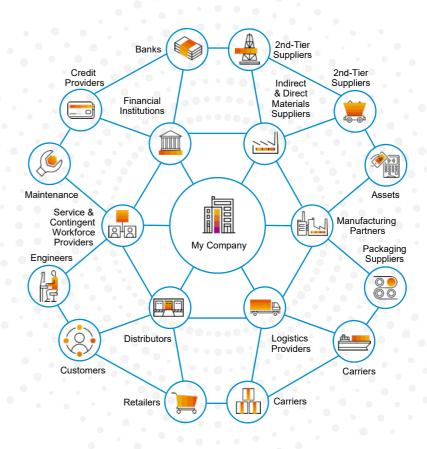


## Extend digitization beyond your business to your trading partners

ERPs of the past are enterprise-centric systems that restrict visibility & collaboration

**SAP Business Network enables Networked Intelligent Enterprises** 





## **Network of Intelligent Enterprises**

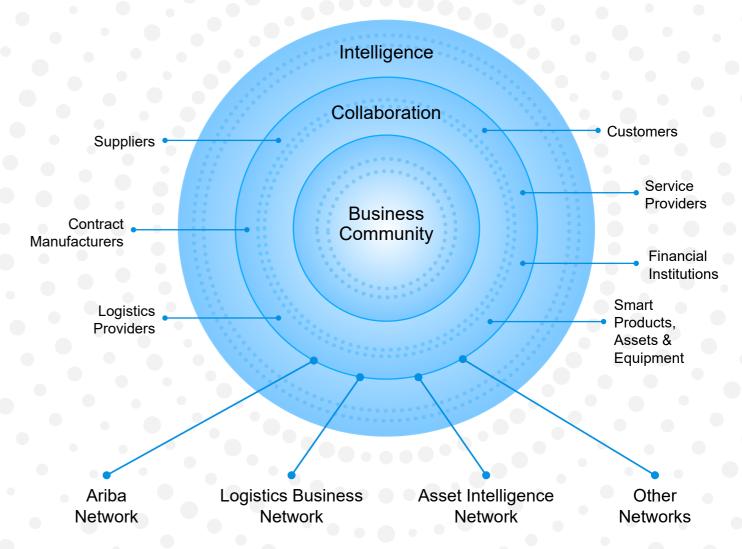
# Creating a unified, collaborative, and intelligent network that delivers:

A global network of partners to drive desired business outcomes.

Network-wide process orchestration that redefines collaboration.

Integrated intelligence to deliver predictability.

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

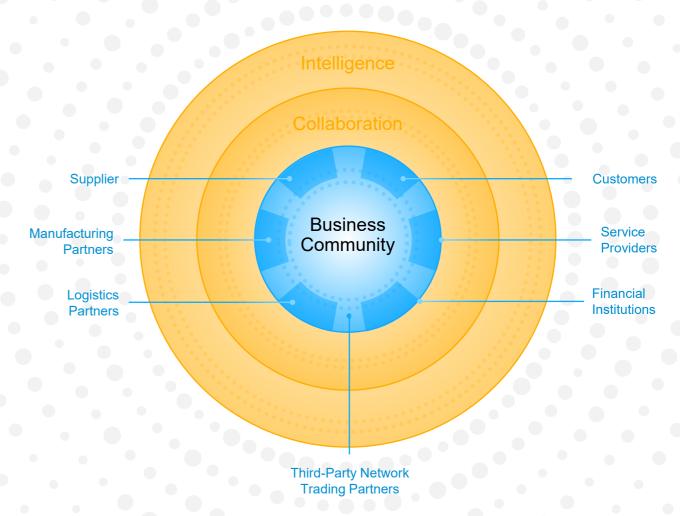


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## **SAP Business Network | Unified Trading Partner Management**

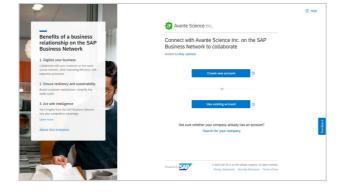
Streamline trading partner management and ensure maximum adoption

- Onboard, manage and connect with your trading partners on one platform
- Achieve maximum adoption with an intuitive trading partner experience
- Discover new trading partners for your business needs



## **Unified Trading Partner Management**



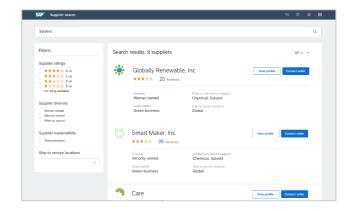


#### **Trading Partner Portal**

Reflective, Role-based consumer grade portal experience for all Trading Partners

# **Unified Trading Partner**<br/>**Invitation & Onboarding**

One unified experience for all trading partners to register on SAP Business Network to connect and collaborate with their customers



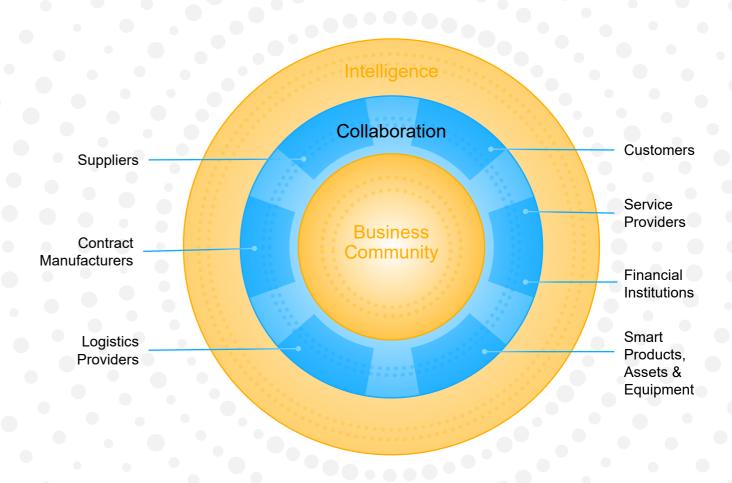
#### **Trading Partner Search**

Enable companies to find new or existing trading partners for their buying needs by providing access to rich data for credible, qualified companies

# **SAP Business Network | End to End Collaboration**

Eliminate process breakdowns between your business and your trading partners

- Extend collaborative processes from your company to your trading partners
- Automate process flows with two-sided integration and open APIs
- Extend and enhance processes by connecting into powerful extensions.



# **SAP Business Network | End to end collaboration**

From ERP to "Network-Resource-Planning" – collaborative processes 1/2

		You	network	Your trading partner
	Forecast collaboration *	Share forecast	$\longleftrightarrow$	Forecast commit
Plan and forecast	Supplier managed inventory Share demand, inventory, and min/max levels		$\leftrightarrow$	Provide and execute against shipment plan with scheduling agreement
	External manufacturing visibility		<del></del>	Provide manufacturing and inventory status
	Quote automation Freight contract	Place request for quotation	$\leftrightarrow$	Receive and confirm quotes
中	Purchase order collaboration *	Place, inquire, and receive order	$\leftrightarrow$	Confirm order and provide advanced shipment notification
Source and buy	Vendor consignment	Report consumption of consigned stock		Receive and Report consumption
	Scheduling agreement release	Provide rolling delivery schedule w/ different firming levels	$\longleftrightarrow$	Confirm and execute against firmed orders (released)
Make and quality	Subcontract / contract manufacturing	Place order with components Provide notification of components' shipment Provide component inventory and order visibility	$\longleftrightarrow$	Notify buyer of components' receipt Provide component consumption
	Quality notifications Quality inspections Quality reviews	Communicate and respond to quality notification Request test results Collaborate and share quality documents	$\leftrightarrow$	Request and respond to quality notification Submit test results Collaborate and share quality documents
	Material traceability	Check anti-counterfeit and proof of origin	$\longleftrightarrow$	Provide quality and provenance information

\* With multi-tier orchestration support

# **SAP Business Network | End to end collaboration**

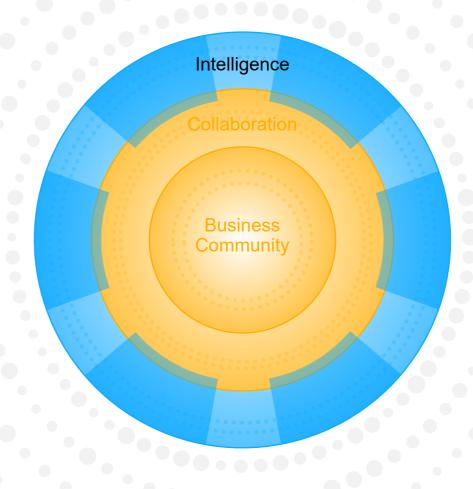
From ERP to "Network-Resource-Planning" – collaborative processes 2/2

		You	network	Your trading partner
	Dock appointment scheduling	Manage freight tendering and order subcontracting Request appointment creation and manage dock schedule	$\leftrightarrow$	Respond to freight request for quotation Receive, confirm/reject freight order Create a slot booking appointment
eliver and track	Freight tracking	Provide tracking request shipment execution visibility	$\longleftrightarrow$	
Operate and Maintain	Commissioning	Receive and install equipment including documentation and spare parts	$\longleftrightarrow$	Share equipment and additional documentation
	Work order collaboration	Share work orders and work order operations for external work execution	$\longleftrightarrow$	Receive and process work order details, documentation and time confirmation
	Recall and refurbishment	Alert on product issues, equipment and material traceability, request product or process Improvement	$\longleftrightarrow$	Trigger equipment and material recall process
	Collaborative equipment purchasing	Find and share equipment and spare parts, handover to purchasing	 ,	
nvoice and Pay	Self-billing / ERS invoicing	Provide self-bill/ERS* invoice based on Goods receipt, Provide payment notification	$\rightarrow$	Receive and Reconcile
	Vendor invoice and payment processing	Provide invoice processing status and payment notification	$\longleftrightarrow$	Provide invoice based on Purchase order / Advance Shipment Notice
	Return order collaboration	Place return order and provide return ship notice	$\longleftrightarrow$	Provide credit memo
	Freight settlement	Provide self-bill/carrier invoice based on pre-calculated charges. Collaborate to resolve dispute on invoiced charges	$\leftrightarrow$	View order, collaborate on disputes and submit for payment
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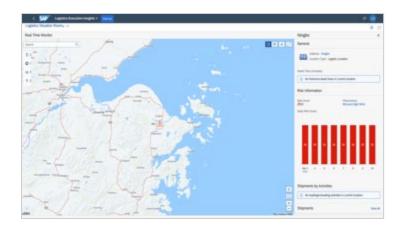
# **SAP Business Network | Network Intelligence**

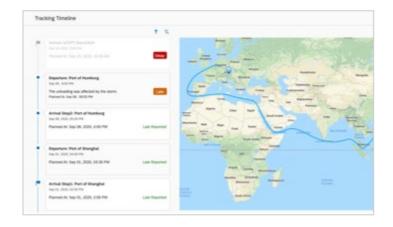
Move beyond reporting to sense and respond to change

- Understand performance with benchmarking and embedded analytics
- See into your supply chain logistics, in real-time
- Sense disruption with supply chain monitoring and alerts



### Demo: Supply Chain Visibility & Intelligence





# Network Graph Networ

#### Real Time Monitor and Risk Alerting of Global Supply Chain

- Delay Alerting across connected modes of transport and geographies
- Functions as a global logistics situation room
- Operation Risk for Transportation Network
- On Time Risks for In-transit Shipment
- Real Time Integration to Transportation Risk Data Provider

# Order Level Visibility: "Where is my Order"

- Eliminate fragmented processes between purchasing and shipping information with realtime Global Track and Trace
- Multi-order real-time and fulfillment tracking of inbound and outbound orders in the network for increased visibility, collaboration and exception management

# N-Tier Product Visibility & Traceability

 Product genealogy tracing across n-tier supply chain for advanced transparency and sustainability (upstream & downstream)

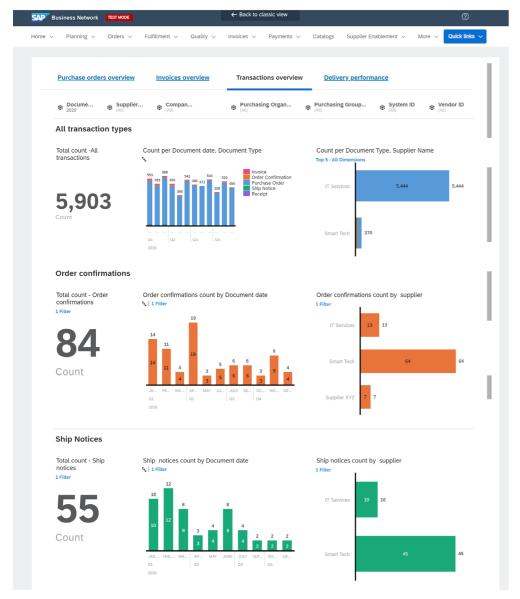
Supply Chain Transparency (3 mins)

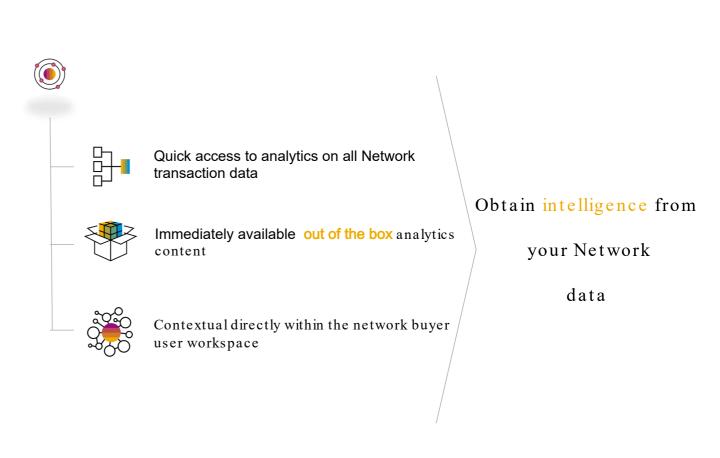
Improve end to end visibility and supply chain resilience (5 mins)

Collaborative Maintenance & Service (7 mins)

### SAP Business Network Intelligence: Journey started

#### Available functionality: Embedded analytics for buyers

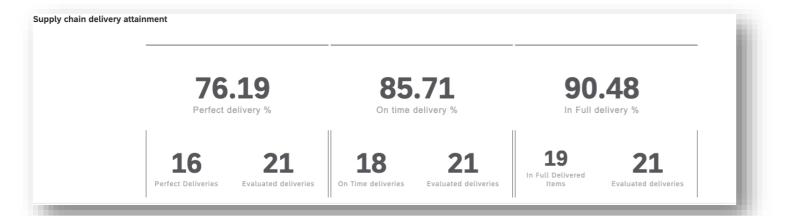




**Targeted Persona:** Buyer users: Procurement managers, Operational and strategic buyers, <u>supplier onboarding leads</u>

#### **SAP Business Network Intelligence**

Recent functionality: Delivery performance KPI for buyers







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

	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 9
LEA CorpTEST	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





#### Unified

- Unified Trading Partner Experience
- Touchless mobile registration
- Enhance and simplify central onboarding service

#### 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

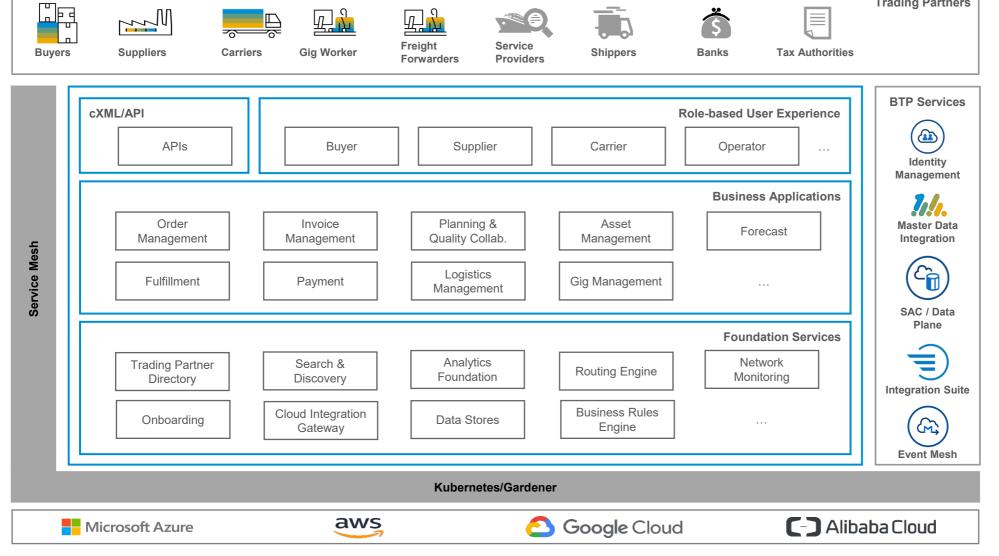
My Widgets - S Custowize Delayed +24h 20 My Widgets # Customize Payment days: early/late Benchmarking: On-time Payment Rate \$25.1 Muso

Learn more at the SAP Road Map Explorer

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We are now mobile.

#### **Business Network Platform Unification**



#### **Consumer grade UX**

**Trading Partners** 

- Harmonized user experience
- Adopt UI customization framework throughout the UI and integration points.
- Unified extensibility concepts

#### **Upgrade infrastructure to** speed up innovation

- Move to Hyperscaler
- Containerize on common runtime based on Gardener Kubernetes
- Break up monolith for agility

#### Increase reliability for direct material customers

- · Resiliency, reliability and higher uptime standards
- Take advantage of public cloud to reduce downtime

#### **Global expansion**

- Expand with regional networks
- Federate these networks to enable global trading while keeping data in region

#### **SAP Business Network**



#### Unified

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#### **Collaborative**

- Extend collaborative processes from your company to your trading partners
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#### Intelligent

- Understand performance with benchmarking and embedded analytics
- See into your supply chain logistics, in real-time
- Sense disruption with supply chain monitoring and alerts

# **SAP Business Network**

Unified, Collaborative and Intelligent



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## THANK YOU

Arun Thiyagarajan, Head of Product Management, SAP Business Network

Rodion Schuster, Chief Customer Officer, SAP Business Network



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