SAP S/4HANA 1809 FPS01 & FPS02 Fully-Activated Appliance: Working with Predictive Applications and Models
Demo Guide
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# Document History

<table>
<thead>
<tr>
<th>Revision</th>
<th>Date</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.0</td>
<td>&lt;2019-04-15&gt;</td>
<td>Release for customer</td>
</tr>
<tr>
<td>2.0</td>
<td>&lt;2019.07.15&gt;</td>
<td>Release for customer</td>
</tr>
</tbody>
</table>
1  Where Can This Script Be Used?

This demo script has been written for usage with the SAP S/4HANA 1809 FPS01 & FPS02 Fully-Activated Appliance (in short “appliance” in this script), hence you will need such an appliance to make use of this guide.

The appliance can be brought up in two ways, and the demo scenario in this script is largely the same for both:

1. Via SAP Cloud Appliance Library (hosted on cloud providers)
   You need a cloud provider account at AWS, MS Azure, or GCP. With this, you can deploy the appliance within 1-2 hours from https://cal.sap.com > Solutions > SAP S/4HANA 1809 FPS01 & FPS02 Fully-Activated Appliance.

2. Via installing it on your own on-premise hardware.
   You need to provide your own hardware, and order & install the appliance as explained in SAP Note 2041140.

If you are new to the SAP S/4HANA Fully-Activated Appliance, introductory information can be found here: https://blogs.sap.com/2018/12/12/sap-s4hana-fully-activated-appliance-create-your-sap-s4hana-1809-system-in-a-fraction-of-the-usual-setup-time/

Important:
Before you start your demo, please read SAP S/4HANA Fully-Activated Appliance: Demo Scripts for information about necessary preparations, especially any post-deployment steps to ensure the full functionality of your appliance.

Besides this, you will also find links to all demo scripts on this page.
2 Introduction to Predictive Analytics

With S/4HANA 1809, embedded predictive machine learning models and apps help you identify and remediate issues before they occur, and enrich the basis for your decision making. While some users find that machine learning models can be complex, Predictive Analytics apps delivered with SAP S/4HANA make it easier to leverage and benefit from predictive capabilities for the Intelligence Enterprise.

LEARN MORE: Some useful resources to learn more about predictive capabilities include the following pages.

- Two-minute video introduction of the Sales Delivery Delay demo story: https://www.youtube.com/watch?v=XPHRTF_T_TQ

In the S/4HANA Fully-Activated Trial Appliance for S/4HANA 1809, the following predictive models have been activated and trained. To aid users’ exploration and learning about predictive analytics, two of the models and associated apps (Predictive Sales Quote Conversion and Sales Delivery Delay) have adequate demo data to explore and experiment with how the predictive apps work.

Predictive Models enabled in the system include:

- Sales Quotation Conversion Rate (* demo script included below, enhanced demo data provided)
- S/4HANA Sales: Predicted Delivery Creation Delay (* demo script included below, enhanced demo data provided)
- Detect Abnormal Liquidity Item
- Financial Statement Insight
- Stock in Transit material overdue
- Predictive Scenario for Blocked Invoices with Quantity Variance
- Quantity Contract Consumption
- Predicted Individual Lead Time for Stock Transfer
- Project Cost Forecast

Note on Demo Data:

As a sandbox system, the Fully-Activated Trial instance has sample data constraints (limited number of sample customers and transactions), which will be further detailed in each demo story below. With limited data (sample transactions and master data), the two models in focus for the below demos already yield predictive capabilities, however other model versions may show ‘errors’ which are related to the limited data available. You can add additional transactional data and master data to gain an understanding of how the predictive models work, and with additional good data, the predictive capabilities will better reflect what you can do with machine learning and predictive analytics and apps.

Note on configuration:

The underlying configuration is based on the SAP Best Practices for the US, so you may need to extend the configuration, for example via the implementation guide (IMG), to generate the transactional data needed for a predictive model.
3 Demo Story: Sales Quote Conversion

3.1 Demo Overview: Sales Quote Conversion

The purpose of the Predictive Sales Quote Conversion is to help sales team members quickly identify quotations that are not being converted to sales orders as expected. Additionally, they can gain predictive insights into what extent quotations could be converted into sales orders by comparing actual and predicted quotation conversion rates.

The goal of these two demos is to provide the user with a basic understanding for how the predictive analytics work in action, how additional data can change a predicted trend, and how to retrain the model so that the predictions incorporate the new data.

This demo includes the following steps:

1. Review the predictive model for ‘Predicted Sales Quote Conversion, looking at the current data status and model training status.
2. Review the status of the open quotes in the Quote Conversion Rates App.
3. Drill into the predictive view of the open quotes and filter by different attributes such as material and drill into the predictive status for all open/valid quotes. (Note: Valid quotes are those with current validity dates and have not been rejected or fully converted into an order).
4. Update the Model version to the most current training version.
5. Review the impact of the updated Model Version on the predictive results in the Quote Conversion Rates App.
6. Consider further options such as further processing open quotes by either rejecting or converting them into sales orders. Additionally, users can introduce more quotes with additional data patterns and retrain the model to see how the model shifts its predictions and which key influencers affect the model.

3.2 Overview of Data Used for Sales Quote Conversion:

This demo story includes data with the following attributes so that the model can be trained and predict a very simple pattern:

Data Records: A “large enough” data set that we can get a good quality rating, predictive quality & confidence, but small enough to easily influence & retrain with different results.

- 193 Quotes are in the system
- Of those, 175 Quotes were created with a specific simple pattern for the system to learn for the purpose of User education/understanding, and is not intended to reflect reality
- 40 of these Quotes are “open/valid” in the system, and will expire in December 2019, or January 2020 so that the app has data to provide predictions on.

Data Pattern for the 175 Quotes created for the scenario:

- Goals: The purpose of our simplified pattern is
  - To ensure a predictable pattern for the algorithm to learn from
  - To include a low enough number of records to enable a student/user to add new records and change the trend to see how the model ‘learns’
- User: One user/sales person (S4H_PAI) entered all 175 of the quotes, so there is no predictive variation based on the user.
- Customer: Quotes were only created for one customer, 17100001
- Materials: The variability in which quotes will convert to a sales order vs. expire/be rejected is based on Material number. Therefore, each quote only has one line item for one Material number (either TG10, or TG11).
  - 90% of quotes with material TG10 quotes are CONVERTED or partially converted to an order
  - 90% of quotes with material TG11 are REJECTED or expired.
- Open Quotes: To ensure the system will present a similar result when it is deployed through January 2020 we have 40 open Quotes which will expire in December 2019 or January 2020, several of which are ‘partially converted’ quotes that are also valid for 12 months to ensure visual results in the Fiori Launchpad tile for the Quote Conversion Rate app, and initial screen.
  - 30 open Quotes for TG10
  - 10 open Quotes for TG11

Model Trainings & versions

- To see the progression of model versions as more data is added, the model was incrementally trained as more data was added.
3.3 Review Quote Conversion Predictive Model and Versions

In this step, we’ll review the Predictive Model and consider the attributes of different versions of the model which were created while more training data was added to the system.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
</table>
| Open the Fiori Launchpad.  
*User:* **S4H_PAI**  
*Password:* **Welcome1**  
| ![Log On](image)  
*Change Password* |

Navigate to and launch the **Predictive Models** app.

In the **Predictive Models** view, choose the last model **SLSQTANPREDICTION** – **Sales Quotation Conversion Rate**.

In the **Predictive Models** view, choose the **(>) Details** button at the end of the row.

In the resulting view, the number of model versions displays.

Currently, the active one is Version 4 which...
What to Do

is trained with an older data set.

To see the predictive attributes of Version 4, choose the (> Details button on the right side of the Version 4 row.

On the Model Version Report, you can see the Quality Information:
- Quality
- Predictive Power
- Predictive Confidence

View Performance data such as Key Influences at the time of training. These key influencers will be updated as more data is added to the system and new patterns are developed.

Choose the (< Back button.

Compare the predictive attributes to the model Version 6. Choose Version 6 by the (> Details button on the right side.
### 3.4 Review Quotation Conversion Rates App

In this step, we’ll review what impact the predictive model Version 4 has on the open Quotes based on the older set of training data. We will later activate the newer version of the model to see how the predicted results will be updated based on the latest set of data in Version 6.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>From the Fiori Launchpad, choose the <strong>Quotation Conversion Rates</strong> app.</td>
<td>From the Fiori Launchpad, choose the <strong>Quotation Conversion Rates</strong> app.</td>
</tr>
</tbody>
</table>

**Note:**
The displayed rate on the tile and write this down to compare later.

(2.65% for example can vary based on the data in your system) reflects what percentage of Open Quotes have currently been partially converted. This is not a predicted value.
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
</table>

In the Quotation Conversion Rates view, you are presented with a graph depicting what percentage of Open Quotes have been partially converted for Sale Org 1710.

To view the predicted conversion rate, choose the Show Mini Charts link in the top-right of the screen. The screen refreshes with the predicted rate of 83.68%.

To reflect the predicted rates in the bar chart below, click on the 83.68% percentage. The bar chart will be refreshed with:
- Currently converted value (open quotes)
- Predicted order value

Make the following entry and choose Go: Display Currency: **USD**
What to Do | What You Will See
---|---
To view the results by Material instead, choose **Material** from the dropdown list of filter options above the chart.

Or, by clicking into the bar chart, a filtering context menu appears. Choose **Material**.

Or, by clicking into the bar chart, a filtering context menu will appear:

The predicted results will now be displayed by Material types TG10 and TG11.

To display the results for each open **Quote**, choose the filtering option for **List of Quotations**.
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>The list of open Quotes and the predicted conversion rate and value are now displayed. To view more information about the quotes, choose the Settings icon on the top-right of the table.</td>
<td><img src="image" alt="Table showing quotes with columns for Sales Organization, Material, and conversion rates." /></td>
</tr>
<tr>
<td>Remove the selection for Sales Organization</td>
<td><img src="image" alt="View Settings dialog box" /></td>
</tr>
<tr>
<td>Add the selection for Material</td>
<td><img src="image" alt="Material selection highlighted" /></td>
</tr>
<tr>
<td>Choose OK.</td>
<td><img src="image" alt="Highlighted Material in table" /></td>
</tr>
<tr>
<td>In the resulting screen, you can now see what material number is included in each Quote to better see ‘why’ a quote has a high or low prediction of converting to an order, and a higher or lower converted value. Take note of the predicted rates for orders:</td>
<td><img src="image" alt="Table showing predicted rates" /></td>
</tr>
<tr>
<td>20000119 20000133</td>
<td>We will compare this later after the newer Version 6 of the Model is activated.</td>
</tr>
</tbody>
</table>
3.5 Updating the Active Predictive Model Version

In this step, we’ll activate the most current Version 6 of the model.

**What to Do**

Open the Fiori Launchpad.

*User: S4H_PAI*

*Password: Welcome1*

Navigate to the **Planning** section and choose the **Predictive Models** app.

**What You Will See**

In the **Predictive Models** view, choose the last model **SLSQTANPREDICTION – Sales Quotation Conversion Rate**.

In the **Predictive Models** view, choose the (>) **Details** button at the end of the row.
Choose Version 6 and choose Activate.
Note that the status will change to Activating and then to Active once it has completed.

Choose Home.

3.6 Review Quotation Conversion App Results After Model Version Update

Choose the Quotation Conversion Rates app.

Select query Show Mini Charts app.
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>The prediction conversion rate is now 89.49% vs. 83.68% based on the predictive model Version 4.</td>
<td><img src="image1.png" alt="Image of the predictive model" /></td>
</tr>
<tr>
<td>Note - This will vary depending on the data that has been created by your team in your own system.</td>
<td>Note: The prediction conversion rate is now 89.49% based on the predictive model Version 4.</td>
</tr>
<tr>
<td>Choose the percentage rate, for example, 89.49%.</td>
<td><img src="image2.png" alt="Image of the predictive model" /></td>
</tr>
<tr>
<td>Make the following entry and choose Go: <strong>Display Currency: USD</strong></td>
<td>Make the following entry and choose Go: <strong>Display Currency: USD</strong>. The predictive rate is now applied to the open orders in USD.</td>
</tr>
<tr>
<td>To view the list of quotations, choose <strong>List of Quotations</strong> in the dropdown list of options above the chart, or by choosing one of the graph bars.</td>
<td><img src="image3.png" alt="Image of the list of quotations" /></td>
</tr>
<tr>
<td>To see the results with the material numbers included and remove unnecessary information, use the <strong>Filters</strong> icon on the top-right of the table.</td>
<td><img src="image4.png" alt="Image of the filters menu" /></td>
</tr>
<tr>
<td>Deselect information you don’t need and choose <strong>Materials</strong>.</td>
<td>Deselect information you don’t need and choose <strong>Materials</strong>.</td>
</tr>
<tr>
<td>Choose <strong>OK</strong>.</td>
<td>Choose <strong>OK</strong>.</td>
</tr>
</tbody>
</table>
What to Do

What You Will See

Based on Version 6 of the model, the list of open quotations appears with the updated predicted conversion rates and include the material numbers in the quotes for easier reference.

Order 20000119 for material TG11 has a predicted conversion rate of:

- 29.05% with Version 6, vs. 31.93% with Version 4.

Order 20000133 for material TG10 has a predicted conversion rate of:

- 97.32% with Version 6, vs. 94.2 with Version 4.

For comparison, below are the results from Version 4:

3.7 Options: Rejecting or Converting Quotes

From here, you have the option to further explore working with the predictive model and apps to see how additional information can influence the predicted results. You can do this by processing the open / valid quotes by either converting them to orders or rejecting them to either reinforce or contradict the existing pattern.

Or, you can create and processing new quotes, possibly establishing a different pattern for additional users, customers, materials, quote validity/expiration dates, etc. to see how a new pattern can be learned by model, and how the open quotes are reinterpreted based on the conversion, rejection, or expiration of your quotes.

Tip: Be sure to carefully set your quote expiration dates to suit your working schedule and time you plan to take to build out your data. You don’t want quotes to ‘expire’ before you have a chance to process them, unless you want them to expire and thus influence your predicted conversion rate for the pattern you’re trying to experiment with.

Below, we’ll show you the steps to Reject or Convert/Accept a Quote:
**What to Do**

From the open list of Quotations on the *Quotation Conversion Rates* app, choose order 20000119 by clicking on it. Ignore the pop-up menu (displayed in screenshot) and choose the **Open In...** link on the bottom right side of the screen.

Choose **Manage Sales Quotations**.

**What You Will See**

On the Manage Sales Quotations screen, you can further process the quote with two options:

1. **Rejecting Quotes**
2. **Creating a Subsequent Order**

**Rejecting Quotes:** Choose **Reject All Items**.

Choose a reason, such as "Competitor better".

Choose **OK**.

The status is now saved for the Quote.
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Converting Quotes to Orders</td>
<td><img src="image1.png" alt="Image" /></td>
</tr>
<tr>
<td>Choose the <strong>Create Subsequent Order</strong> link.</td>
<td></td>
</tr>
<tr>
<td>Choose <strong>Standard Order (OR)</strong></td>
<td></td>
</tr>
<tr>
<td>Choose <strong>OK</strong>.</td>
<td></td>
</tr>
<tr>
<td>Create <strong>Standard Order</strong> view appears.</td>
<td></td>
</tr>
<tr>
<td>Depending on the order, you may be prompted to confirm a proposed delivery date. If so, choose the best option (either a complete delivery or partial delivery).</td>
<td></td>
</tr>
<tr>
<td>In the <strong>Create Standard Order: Overview</strong> view, enter the <strong>Customer Reference</strong> number which would typically be provided by a customer in their order, such as 13579 or another number you would like to use.</td>
<td></td>
</tr>
<tr>
<td>Make the following entry: <strong>Customer Ref. Date:</strong> &lt;today’s date&gt;</td>
<td></td>
</tr>
<tr>
<td>Choose <strong>Save</strong> and note the order number, for example, 1195.</td>
<td></td>
</tr>
<tr>
<td>Close the <strong>Create Standard Order</strong> window, and use the (&lt;) <strong>Back</strong> button to navigate back to the <strong>Quotation Conversion Rates</strong> app</td>
<td></td>
</tr>
<tr>
<td>Once the Quote has been rejected, converted to an Order, or has expired, it will not appear in list of Quotes in the <strong>Quotation Conversion Rates</strong> Quote list.</td>
<td></td>
</tr>
</tbody>
</table>
### What to Do

To see the complete list of Quotes in the system (open, completed or expired), you can open the *Manage Sales Quotations* app.

You can also create new quotes from this app.

If you create and process many new Quotes, you can retrain your model to include this data in the predicted results. Our next Demo Story will include steps on how to retrain a Predictive Model, please refer to that.

### What You Will See

![Image of Manage Sales Quotations app]

3.8 Predictive Sales Quote Conversion - Summary

This demo story provided a short walk through of the Predictive Sales Quote Conversion capabilities with simple and prescribed data set and pattern. To gain a better understanding of the power of predictive analytics, large data volumes which incorporate real data, users, customers, seasons etc. will result in realistic insights upon which to base proactive actions.
4 Demo Story: Predictive Delivery Delay

4.1 Demo Overview: Predictive Delivery Delay

In this demo story, we walk through the sales focused S/4HANA Sales: Predicted Delivery Creation Delay model and the Predicted Delivery Delay app. As a sandbox system, the Fully-Activated Trial instance has sample data constraints (limited number of sample customers, vendors, materials and transactions), but the goal is to provide the user with a basic understanding for how the predictive analytics work in action, how additional data can change a predicted trend, and how to retrain the model so that the predictions incorporate the new data.

This demo includes the following steps:

1. Review the information on the Fiori tile for ‘Predicted Delivery Delay’ (for sales orders),
2. Create a new Sales Order for one customer,
4. Work with the Predictive Model:
   - Open the Predictive Models to assess currency of model version for S/4HANA Sales: Predicted Delivery Creation Delay.
   - Retrain and activate a new version of the predictive model version based on more current data.
5. Review the impact of new data on the delivery delay predictions:
   - Re-launch the embedded analytic app for Predicted Delivery Delay
   - Observe the shifts in the number of documents assigned to the different predicted delivery delay statuses.
6. Take action on the Sales Order you created from the Predicted Delivery Delay app by creating the delivery.

**VIDEO OVERVIEW:** Some useful resources to learn more about predictive capabilities include the following pages.

- Two-minute video introduction of the Sales Delivery Delay demo story: [https://www.youtube.com/watch?v=XPHRTF_T_TQ](https://www.youtube.com/watch?v=XPHRTF_T_TQ)

4.2 Predictive Applications: Predicted Delivery Delay

In this step, you’ll review the Predicted Delivery Delay app from the perspective of an end user in a sales department. You will then create a new Sales Order and observe the predicted status for the delivery document creation. Because the active version (version 2) of the model was created based on sales orders for which delivery documents were not yet late, the predicted status will be ‘On Time’. However, at the time of publishing the SAP S/4HANA Fully-Activated Appliance, the delivery documents for this customer/material combination were very overdue.

After creating and observing the predicted status, you will retrain the predictive model and review the updated prediction and see that the model learns over time. Note that depending on the additional data that your team has created in the system may influence the results as well, so the predictive information displayed may vary in your instance.

4.2.1 Prerequisite: Check Current Predictive Model Version

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad.</td>
<td><img src="image_url" alt="Predictive Models" /></td>
</tr>
</tbody>
</table>
| **User:** S4H_SD_DEM  
  **Password:** Welcome1                                                        |                                                                                 |
<p>| Navigate to the Predictive Models section and choose the Predictive Models app. |                                                                                 |</p>
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Choose the <strong>S/4HANA: Predicted Delivery Creation Delay</strong> model.</td>
<td><img src="image1.png" alt="Prediction model screenshot" /></td>
</tr>
<tr>
<td>To view the available versions, choose the <strong>Delivery Creation Delay</strong> model.</td>
<td><img src="image2.png" alt="Model selection screenshot" /></td>
</tr>
<tr>
<td>On the right side, you can see which version is active and when the data was trained.</td>
<td><img src="image3.png" alt="Version active date screenshot" /></td>
</tr>
<tr>
<td>The active model version should be Version 2. If not, select it and choose <strong>Activate</strong>.</td>
<td><img src="image4.png" alt="Activate button screenshot" /></td>
</tr>
</tbody>
</table>

**4.2.2 Review Predicted Delivery Status and Create Sales Order**

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad. <strong>User:</strong> S4H_SD_DEM <strong>Password:</strong> Welcome1</td>
<td><img src="image5.png" alt="Fiori Launchpad screenshot" /></td>
</tr>
<tr>
<td>Record the status of the open sales orders which do not have delivery documents by looking at the information on the tile <strong>Predicted Delivery Delay</strong>.</td>
<td><img src="image6.png" alt="Sales order status screenshot" /></td>
</tr>
</tbody>
</table>
| **Late** – ?  
**Early** – ?  
**On Time** – ?  
**Note:** The numbers may vary depending on data added/changed in your system. | ![Predicted delivery status screenshot](image7.png) |
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Now, you’ll create a new Sales Order to see what the predicted delivery delay will be, and how version of the predictive model version affects the prediction.</td>
<td><img src="image1" alt="SAP Sales Order Screen" /></td>
</tr>
<tr>
<td>Under Sales Orders, open the Create Sales Orders app.</td>
<td><img src="image2" alt="Create Sales Orders Screen" /></td>
</tr>
<tr>
<td>Enter the following data:</td>
<td><img src="image3" alt="Create Standard Order Screen" /></td>
</tr>
<tr>
<td><strong>Order Type:</strong> OR</td>
<td><strong>Order Type:</strong> PM</td>
</tr>
<tr>
<td><strong>Sales Org:</strong> 1710</td>
<td><strong>Sales Organization:</strong> 1710</td>
</tr>
<tr>
<td><strong>Dist. Channel:</strong> 10</td>
<td><strong>Distribution Channel:</strong> 10</td>
</tr>
<tr>
<td><strong>Division:</strong> 00</td>
<td><strong>Division:</strong> 00</td>
</tr>
<tr>
<td>Choose Continue</td>
<td>Choose Continue for this message (see second screenshot below)</td>
</tr>
<tr>
<td>In the Create Standard Order screen, enter the following information.</td>
<td><img src="image4" alt="Create Standard Order Overview Screen" /></td>
</tr>
<tr>
<td><strong>Sold-to Party:</strong> 17100001</td>
<td><strong>Sold To:</strong> 17100001</td>
</tr>
<tr>
<td><strong>Ship-to Party:</strong> 17100001</td>
<td><strong>Ship To:</strong> 17100001</td>
</tr>
<tr>
<td><strong>Cust. Ref:</strong> (any value)</td>
<td><strong>Customer Reference:</strong> (any value)</td>
</tr>
<tr>
<td><strong>Customer Ref. Date:</strong> Today’s date</td>
<td><strong>Customer Reference Date:</strong> Today’s date</td>
</tr>
<tr>
<td><strong>Material:</strong> TG11</td>
<td><strong>Material:</strong> TG11</td>
</tr>
<tr>
<td><strong>Quantity:</strong> 10</td>
<td><strong>Quantity:</strong> 10</td>
</tr>
<tr>
<td><strong>Units:</strong> PC (for pieces)</td>
<td><strong>Units:</strong> PC</td>
</tr>
<tr>
<td>Choose Save</td>
<td>Choose Save</td>
</tr>
<tr>
<td>Notes:</td>
<td>Notes:</td>
</tr>
<tr>
<td>1 If you get a warning regarding minimum quantities, please ignore.</td>
<td>1 If you get a warning regarding minimum quantities, please ignore.</td>
</tr>
<tr>
<td>Choose Continue for this message (see second screenshot below)</td>
<td>Choose Continue for this message (see second screenshot below)</td>
</tr>
<tr>
<td>2 You may get a warning regarding Open Quotes for the item. Please ignore and chose Save.</td>
<td>2 You may get a warning regarding Open Quotes for the item. Please ignore and chose Save.</td>
</tr>
</tbody>
</table>
What to Do | What You Will See
--- | ---
Note your Sales Document, for example 1476, | ![Image](image1.png)
Choose Exit. | ![Image](image2.png)

### 4.2.3 Review Predicted Results of New Sales Order

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open the Fiori Launchpad. <strong>User:</strong> S4H_SD_DEM <strong>Password:</strong> Welcome1</td>
<td><img src="image3.png" alt="Image" /></td>
</tr>
<tr>
<td>Or, choose the Back or Home button.</td>
<td><img src="image4.png" alt="Image" /></td>
</tr>
<tr>
<td>Launch the Predicted Delivery Delay app</td>
<td><img src="image5.png" alt="Image" /></td>
</tr>
<tr>
<td>When the Predicted Delivery Delay app opens, it will be blank until you execute it.</td>
<td><img src="image6.png" alt="Image" /></td>
</tr>
<tr>
<td>Choose Go.</td>
<td></td>
</tr>
</tbody>
</table>
What to Do

Find the Sales Order you created in the prior step.

To more easily find it sort or filter the orders in descending order by:
Choose the Sales Document column heading
Choose the Sort Descending option from the pop-up context menu.

What You Will See

Note:
Sizing:
If the chart is not sized correctly, follow the instructions in the screen shots here.

Color legend:
The color representing each status can change – if you wish to filter results by category, check the legend before selecting a chart color.

After expanding the table, minimize it as follows:

You should now see the chart in the correct sizing. Refer to the color legend to filter the results.
What to Do | What You Will See
--- | ---
Note the predicted status of the Sales Document which you created in the earlier step.

In our example, **1476**, is predicted to be On Time based on the data that the predictive model had been trained on in the past.

Choose the Back or Home button.

On the Home screen, write down the current predicted status of your orders, displayed on the Predicted Delivery Delay tile:

- **Late** - 
- **Early** - 
- **On Time** - 

4.3 Working with Predictive Models

Before you start the next step, open a new browser session so that you can have different apps opened at the same time on separate screens. This will help you see the differences that occur when switching which model version is activated.

In this step, we’ll briefly look at the underlying predictive model powering the Predicted Delivery Delay app, and why retraining your model with the latest data is important to ensure accurate predictions.

What to Do | What You Will See
--- | ---
Open a new Fiori Launchpad in an additional/new browser session so that you can open the predictive model in another screen.

**User**: S4H_SD_DEM  
**Password**: Welcome1  
Navigate to the Predictive Models section and choose the Predictive Models app.
Choose the **S/4HANA: Predicted Delivery Creation Delay** model.

To view the available versions, choose the **Delivery Creation Delay** model.

On the left side, you can create new versions and train the model with the latest system data.

On the right side, you can see which version is active and when the data was trained.

By choosing each version, you can see the **Model Version Report** which shows attributes about data quality and what key influencers are affecting the predictions.

To learn more about predictive model details, review link posted in Section 2 of this document.

To exit the **Model Version Report**, choose the **Back** button and return to the prior page for the Delivery Delay Predictive Model.
4.4 Create, Train and Activate a New Model Version

During this step, we will create, train, and activate a new model version, and in the next section we will see what impact this new version will have on the predicted delivery delay status for our open Sales Orders.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>On the left side of the Predictive Model screen for the Delivery Creation Delay model, choose the radio-button Delivery Creation Delay.</td>
<td>![Image of Predictive Model screen]</td>
</tr>
<tr>
<td>Choose Train.</td>
<td>![Image of Predictive Model screen]</td>
</tr>
</tbody>
</table>
Provide a name for the new model version. Choose Save.

A newly initiated version appears in the Model Versions frame on the right.

Wait as the model will initially have a status Training and will change to Ready when complete.

After the status changes to Ready, select the new model version and choose Activate.

While activating, the status will display Activating.

Once complete, the status changes to Active.
### 4.5 Review Impact of New Version and Process the Sales Order

In this step, the predicted status of the Sales Order you created should change from On Time to Late. This is due to the large number of orders that had been created with the same pattern (customer, material, quantity etc) after the initial training of the predictive model which did not have delivery documents created / created on time. Therefore, your newly trained model will now incorporate this information, and adjust the prediction accordingly.

<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>Now that you have retrained and activated a new version of the model:</td>
<td>Model results based on Version 2</td>
</tr>
<tr>
<td>1. Switch back to your browser with the Home screen. This should still be</td>
<td><img src="image1.png" alt="Model results based on Version 2" /></td>
</tr>
<tr>
<td>reflecting the old Predicted Delivery status.</td>
<td>Model results based on your new Version, you should see a change in the number</td>
</tr>
<tr>
<td>2. Note the summary data on the Predicted Delivery Delay tile (you should</td>
<td>of orders allocated to each category:</td>
</tr>
<tr>
<td>have already recorded this in an earlier step).</td>
<td><img src="image2.png" alt="Model results based on your new Version" /></td>
</tr>
<tr>
<td>3. Next, refresh the Home screen – there should be updates.</td>
<td></td>
</tr>
<tr>
<td>4. Launch the Predicted Delivery Delay app</td>
<td></td>
</tr>
</tbody>
</table>
4.5.1 Act on the Predicted Status of Your Order

In addition to providing insight into predicted results, users with the right role/authorization assignments are able to act on the information from the Predicted Delivery Delay app. In this step, you’ll create the delivery document for the Sales Order you created earlier.
From the Predicted Delivery Delay app, you can take proactive action on Sales Orders predicted to be late.

Choose the sales document you created in the prior step and select the Choose the (>) Details button.

Choose the Standard Order ### document.

Choose More Links.

Click on the link for Resolve Sales Order Fulfillment Issues. This will open the Sales Order Fulfillment Issues app where you can create the follow-on delivery document.
What to Do

Choose Item 10 and choose Create Delivery.

Confirm the message to create the delivery.

You will be returned to the Sales Order Fulfillment Issues view.

Note the status of Overdue item of Issue Resolved.
Choose **Back** twice to return to the *Predicted Delivery Delay* screen.

On the *Predicted Delivery Delay* screen, you can sort the table in descending order to more quickly see that your Sales Order is no longer included in the list.

Because the delivery document has been created and the delivery process started, your Sales Order is not included to review or act on.

As more Sales history is developed, the Predictive Model should again be retrained and updated to account for evolving trends to ensure predicted results can help...
<table>
<thead>
<tr>
<th>What to Do</th>
<th>What You Will See</th>
</tr>
</thead>
<tbody>
<tr>
<td>users to identify actionable events.</td>
<td></td>
</tr>
</tbody>
</table>

This concludes our introduction on working with predictive models and apps in the S/4HANA Fully-Activated Trial Appliance.