

# Rhyming Synchronized Planning with Dynamic Fulfillment

Enable collaborative planning by integrating Ariba Network and SAP IBP

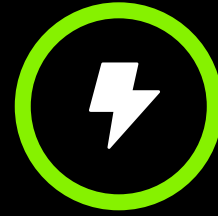
Steven Lauwers, Deloitte

**Deloitte.**

THE BEST RUN 



# A survey of global chief supply chain executives reveals how digitalization is impacting their organizations



**67%**

view Digital Supply Networks as a disruptive aspect of their business (+18% since 2014)



**45%**

believe their biggest issue in beginning a digital pilot is an overall roadmap



**92%**

of organizations surveyed are not correctly structured to operate in this new environment



**58%**

of CPOs see growth as the secondary objective next to the top focus on cost reduction which remained stagnant from 2017



**53%**

view Advance Robotics as disruptive to their business (+26% since 2014)

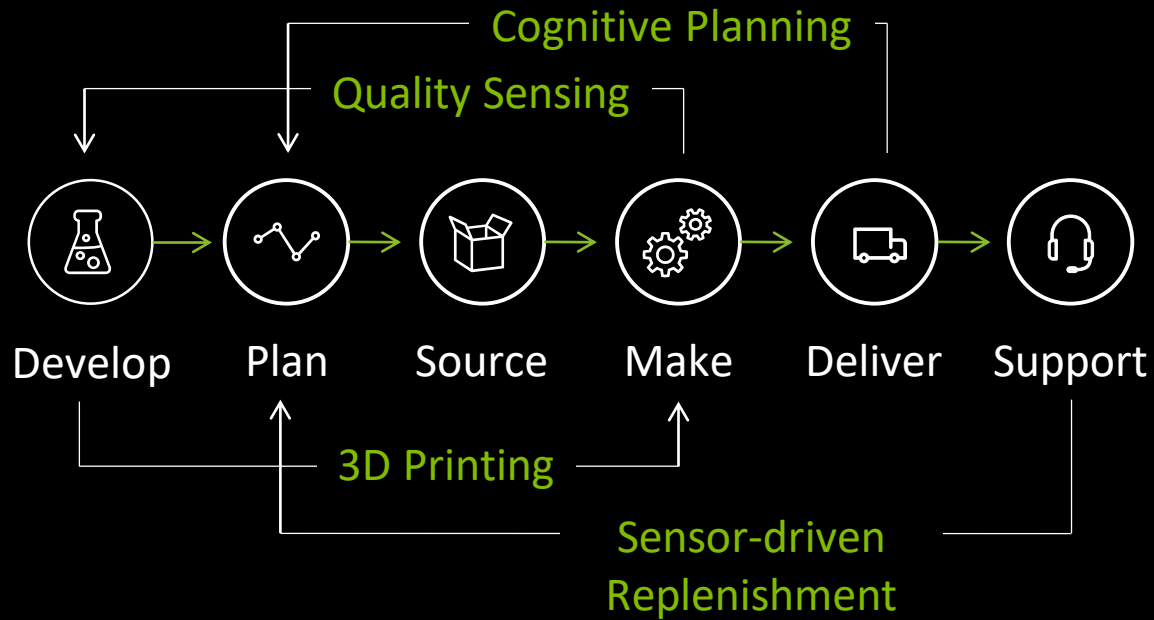


**11%**

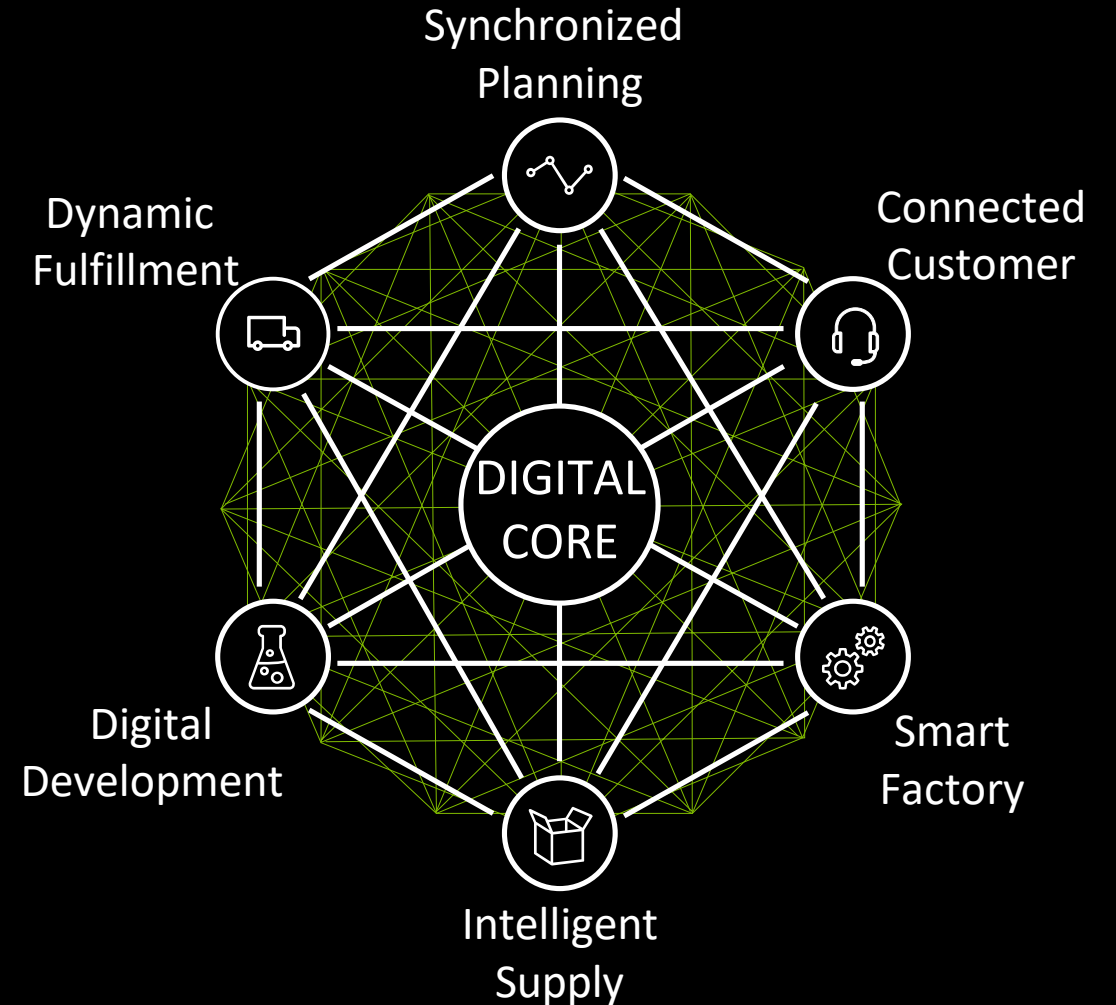
believe their current talent pool can compete

# Linear Supply Chains to Digital Supply Networks

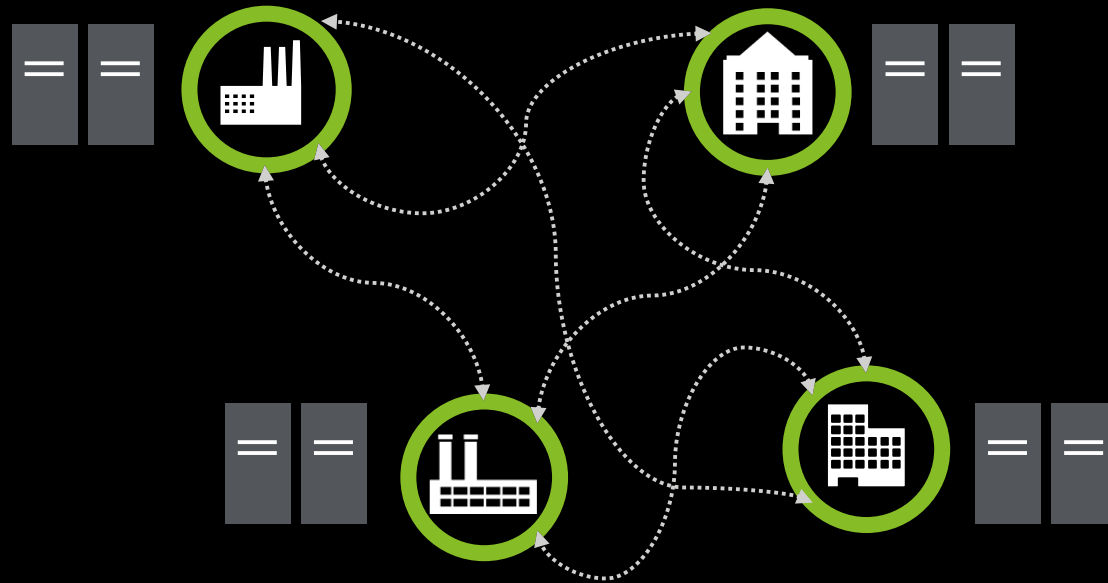
## TRADITIONAL SUPPLY CHAIN



## DIGITAL SUPPLY NETWORKS

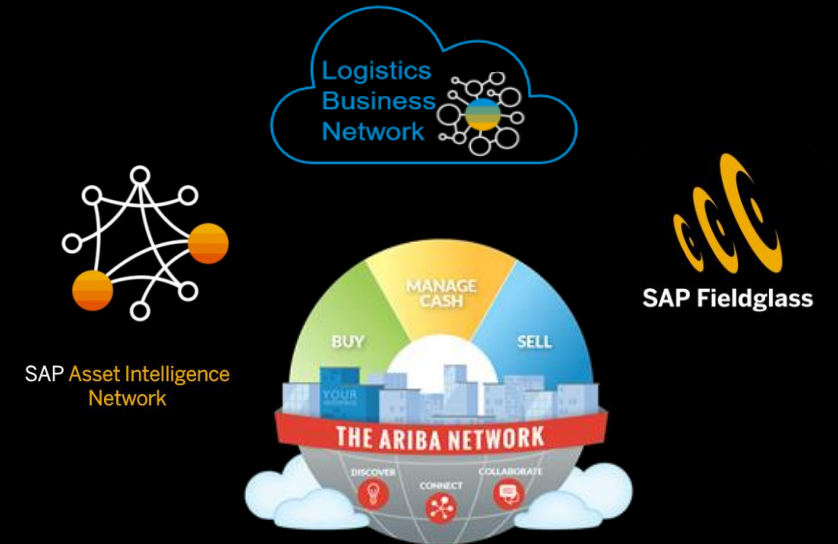


# Borderless Digital Supply Networks



## TRADITIONAL POINT-TO-POINT INTEGRATION

- PROCESSES CUSTOMIZED PER TRADING PARTNER
- EDI FORMATS AND CONNECTIVITY STANDARDS
- NO BUSINESS LOGIC
- NO AGGREGATED DATA CONTENT OR HISTORY

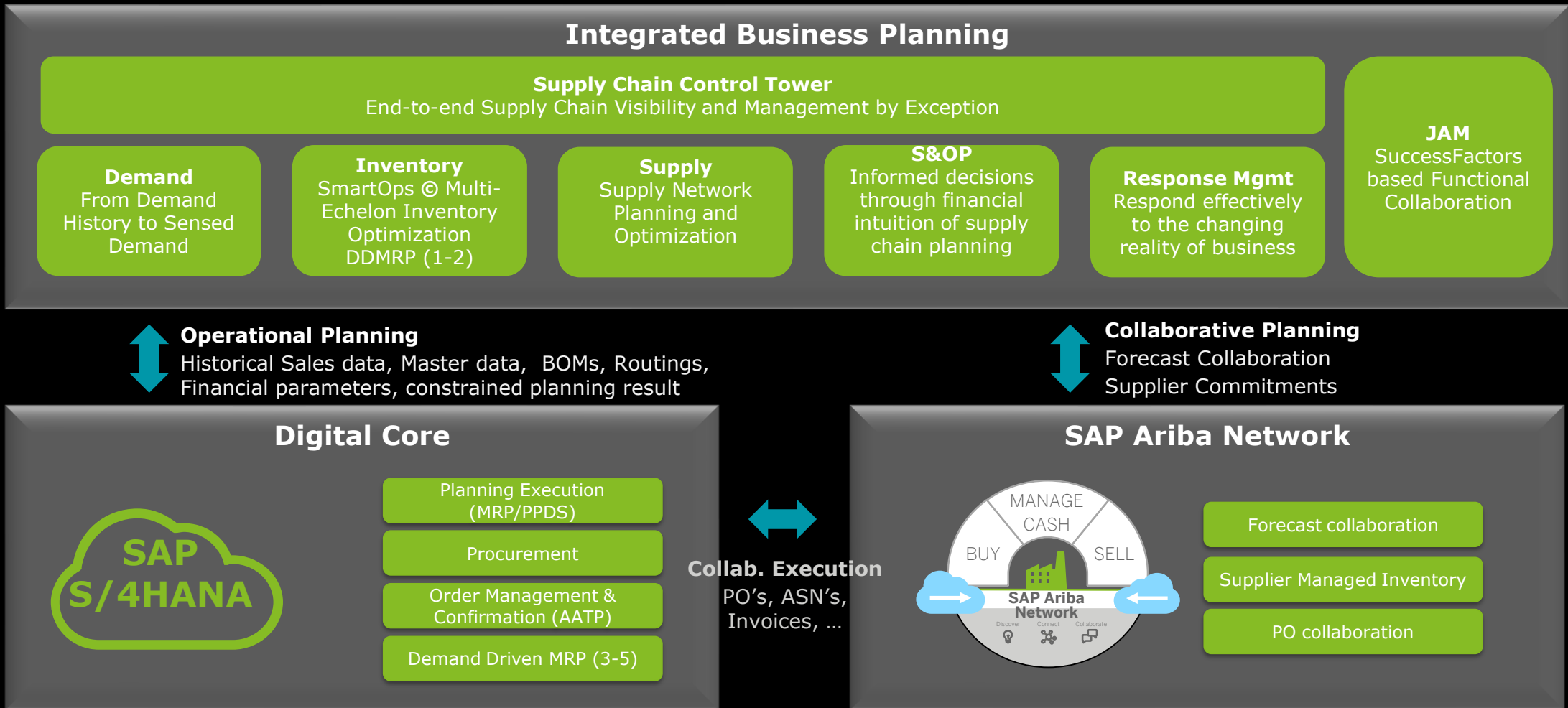


## SYNCHRONIZED BUSINESS NETWORKS

- STANDARDIZED PROCESSES
- MULTIPLE CONNECTIVITY OPTIONS
- CONFIGURABLE RULES AND BUSINESS LOGIC
- COMMUNITY INTELLIGENCE
- 1-TIME CONNECT FOR BUYER OR SELLER

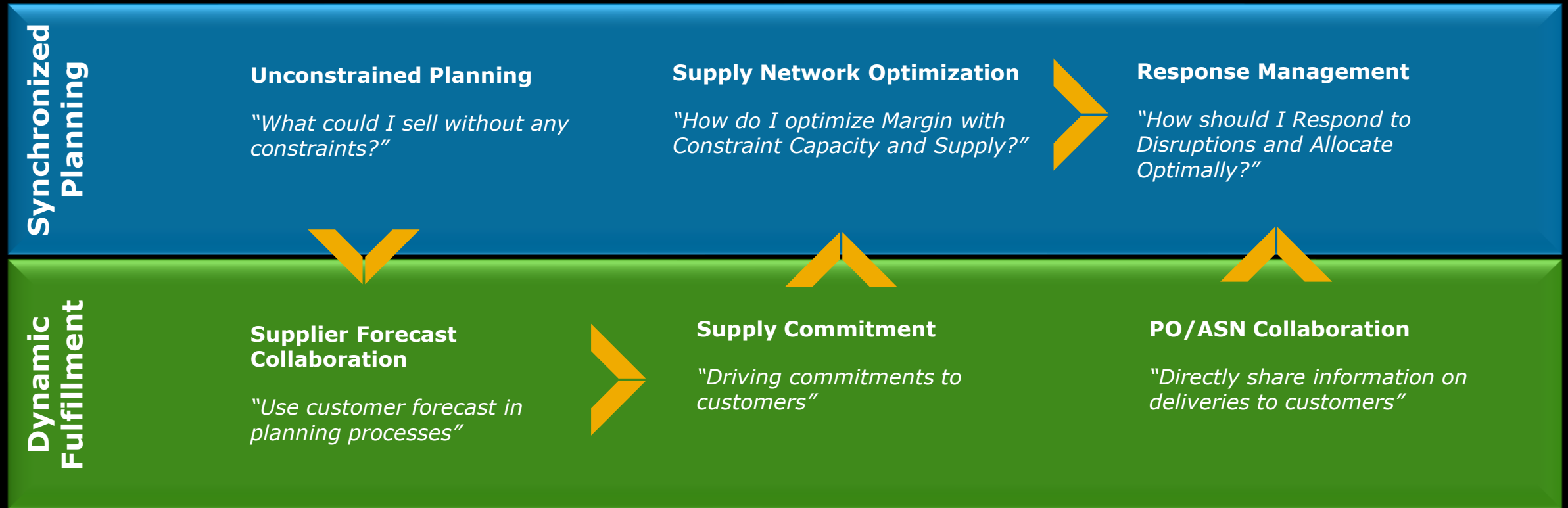
# SAP Supply Chain Landscape

## An Integrated Environment all in the Cloud!



# Rhyming Synchronized Planning with Dynamic Fulfillment

## Driving Value Through Synchronized Planning



**Value Drivers**



**Revenue**







**Margin & Capital Efficiency**



**Service**

# Driving Real Shareholder Value

Value Categories	Value Drivers		Examples
 <p><b>Improve Revenue</b></p>	<p>↑ Availability</p> <p>↑ Marketing Planning and Effectiveness</p>	<p>↓ Shortages</p> <p>↑ Speed to market</p>	<ul style="list-style-type: none"> <li>• <b>Reduce shortage of Materials</b> by up to 30% in specific industries by better alignment with supplier</li> <li>• Reduce shortages by identification of <b>alternative source of supply</b></li> <li>• <b>Prioritize limited supply</b> based on supplier commitment</li> </ul>
 <p><b>Increase Margins</b></p>	<p>↓ Cost of Inventory</p> <p>↓ Cost of raw materials</p>	<p>↓ Cost of Transport</p> <p>↓ Cost of service</p>	<ul style="list-style-type: none"> <li>• <b>Reduce expedited freights</b> due to shortages</li> <li>• <b>Better visibility for suppliers</b> reduce the cost for suppliers driving better COGS</li> <li>• <b>Reduce inventory</b> by better supplier reliability</li> </ul>
 <p><b>Boost Capital Productivity</b></p>	<p>↓ Idle assets</p> <p>↓ Idle workforce</p>	<p>↓ Click-to-ship time</p> <p>↑ Order fulfillment</p>	<ul style="list-style-type: none"> <li>• <b>Improved asset utilization</b> by optimization supply planning based on confirmed available material and resources</li> </ul>
 <p><b>Exceed Stakeholder Expectations</b></p>	<p>↑ On-Time Delivery</p> <p>↑ Reliability</p>	<p>↑ Transparency</p> <p>↑ Business Relationships</p>	<ul style="list-style-type: none"> <li>• <b>Improve customer service</b> by enabling perfect order fulfilment</li> <li>• <b>Strategic Partner enablement</b>: Efficient onboarding of suppliers onto the Ariba Network</li> <li>• <b>Global inventory visibility</b> added flexibility and agility, saving magazine distributor \$6-10M annually</li> </ul>

# Demo SAP IBP - Ariba integration

## Supplier forecast collaboration & supplier commitments

20 - Supply Planning.xlsm - Excel

File Home Insert Page Layout Formulas Data Review View Deloitte Tools IBP STARWizard Tell me what you want to Thakre, Ajinkya Ravindra (US - Hyderabad) Share

Disconnect New View Favorites Edit View (Ad Hoc Filter) Save Data Refresh Simulate Dashboard (0) Master Data Workbook New Planning Object Create Manage Advanced Tasks (0) Web Client Template Admin About

Y7 1756

**Deloitte** Integrated Business Planning  
Filter: (Ad Hoc Filter) (1 criteria): PRDINDUSTRY = S4C

**Chart**  
Series: Customer Demand, Total Constrained Qty  
Filter: Medical Device 01

**Planning | Customer Demand**  
Org Area: D01DEMO | Last Refresh: 2018-07-16 15:33:17 | Connection: D01DEMO

Customer Description	Product ID	Product Description	Key Figure	W32 2018	W33 2018	W34 2018	W35 2018	W36 2018	W37 2018	W38 2018	W39 2018	W40 2018	W41 2018	W42 2018	W43 2018	W44 2018
Chicago Customer	DM-007-010	Medical Device 01	Customer Demand	1864	1864	1864	2024	2422	2422	2422	2422	1861	1861	1861	1861	2864
			Total Constrained Qty	1864	1864	1864	2024	2422	2422	2422	2422	1861	1861	1861	1861	2864
	DM-007-020	Medical Device 02	Customer Demand	1174	1174	1174	2390	1217	1217	1217	1217	1756	1756	1756	1756	4024
			Total Constrained Qty	1174	1174	1174	2390	1217	1217	1217	1217	1756	1756	1756	1756	4024
	DM-007-030	Medical Device 03	Customer Demand	1557	1557	1557	3227	1670	1670	1670	1670	1435	1435	1435	1435	4124

Customer Demand DC to Cust Location Transportation RCCP Production Components Supplier Commit

Ready



# Getting Started

## START SMALL



***Pick One or Two Areas***

**Case Study:**

A High Tech Company started their IBP + Ariba SCC Journey via onboarding 5 suppliers in an 8 week project!

## ACT FAST



***Rapidly Validate, Market Success***

**Case Study:**

After delivering the first suppliers, small modifications were made allowing to quickly ramp up to onboarding of partners into the Digital Supply Network

## THINK BIG



***Immerse Yourself in Innovation***

**Case Study:**

Connecting Synchronized Supply and Dynamic Fulfillment Activities to an Overall Supply Chain Transformation to support sustainable value!

# Thank you.

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**Deloitte.**



**Happy anniversary to us!**  
Celebrating 30 years with SAP

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