Intelligenter Einkauf mit S/4HANA und SAP Ariba – Neues aus der SAP Standardentwicklung

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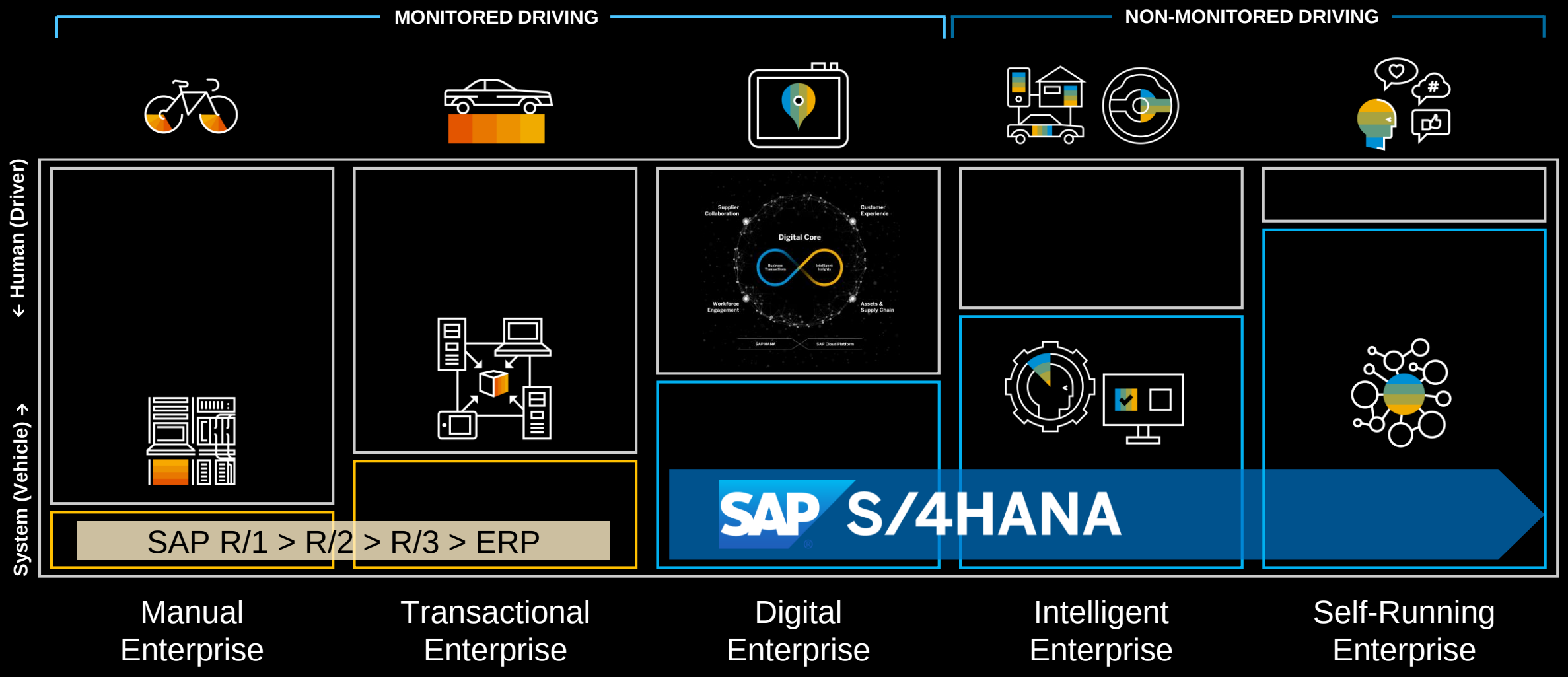
The Digital Core towards the Self-Running Enterprise



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Intelligent ERP: Core Ingredients

The Intelligent ERP Difference

- Hands-free UX, digital assistance and instant insights deliver value-adding experiences
- Artificial intelligence and predictive analytics for increased automation and efficiency
- Reinvent and redefine processes with applied best practices built on the latest innovations

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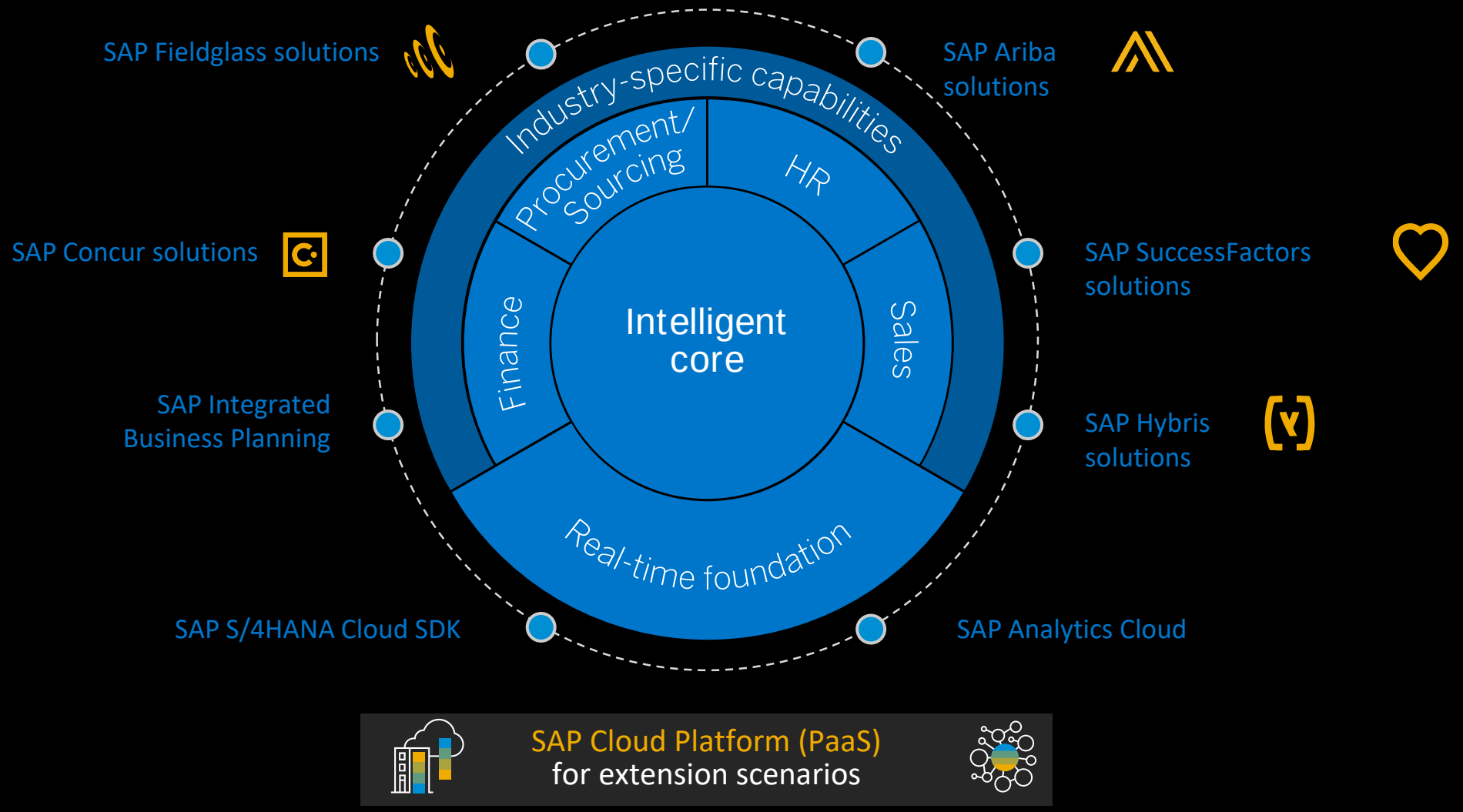
SAP S/4HANA Cloud: Core to the intelligent enterprise



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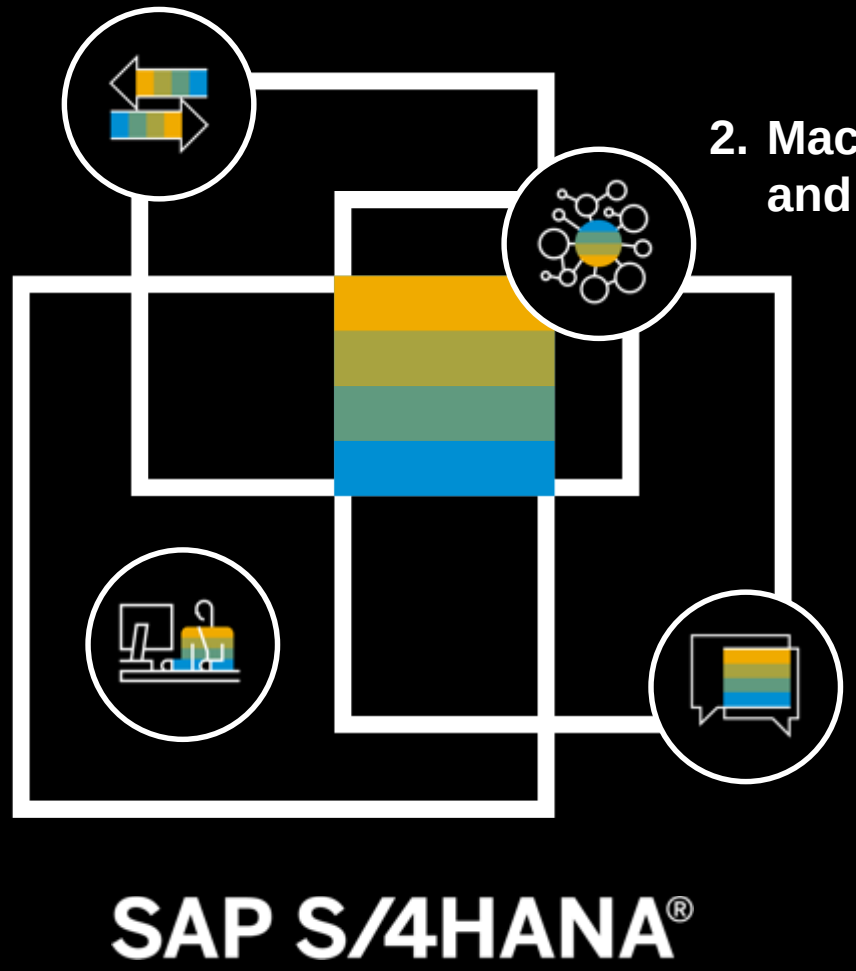
SAP S/4HANA new technologies and concept supporting the Intelligent Enterprise

1. Responsibility Management and Situations concept

2. Machine Learning Services and Blockchain



3. Copilot for digital assistance and Ux renovation with Fiori, Fiori Launchpad and Notification Center

4. Embedded and Predictive Analytics

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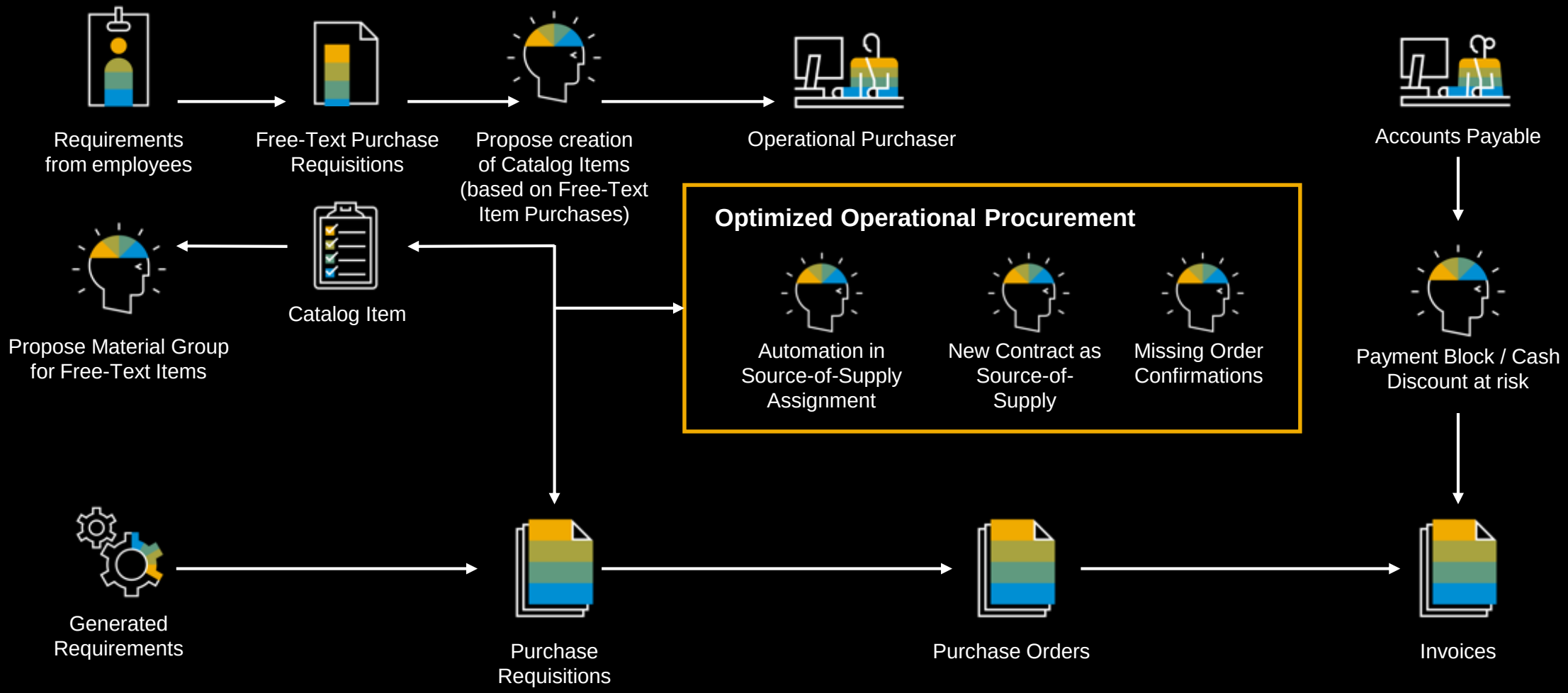
Procure-to-pay

End-to-end process with Machine Learning + Situations Concept + Responsibility Management

Labs preview



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SAP Leonardo intelligent applications for SAP S/4HANA

SAP Co-Pilot

Labs preview

SAP Co-Pilot

One digital assistant with one personality across all products and solutions, industries and LoBs

Business Context Awareness

Understanding the business context, and pro-actively suggesting solutions using predictive functionality

Conversational (multi-modal) UI

Conversational UI using Natural Language Processing functionality with a focus on the next-gen UX to create a human-like experience

Cross Applications

Allows seamless transition across platforms; start a task on a mobile device and continue later, on a desktop or vice versa

Self Learning

Using machine learning functionality to gain knowledge based on historic data, experience, and take action in response to new or unforeseen events

Simple Access to Enterprise AI Platform

Integration to SAP and non-SAP solutions; simple access to natural language processing and machine learning functionality via APIs

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SAP Leonardo embedded intelligence in SAP S/4HANA Blockchain

Labs preview

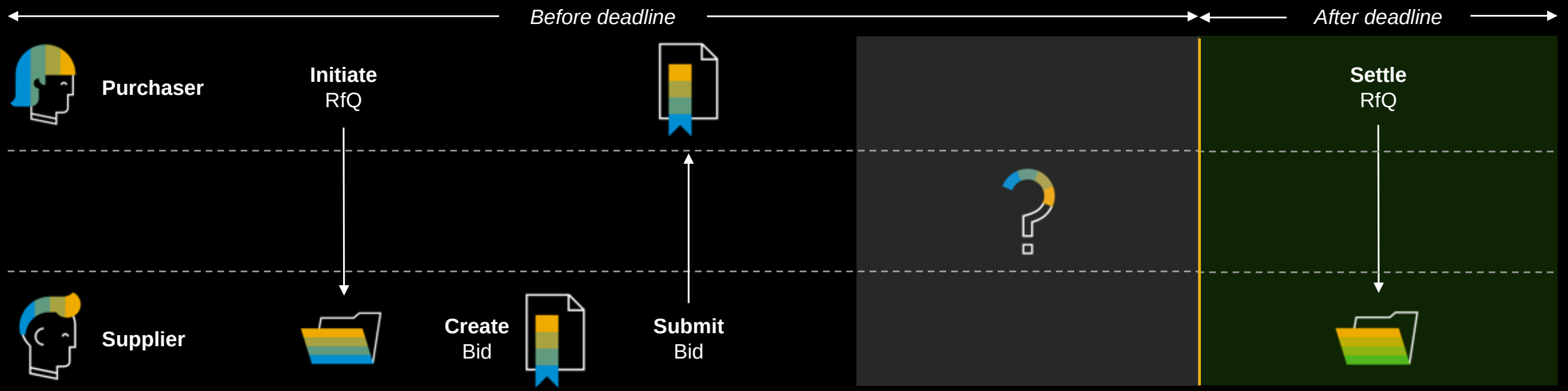
Bidding in Procurement – Current State

Challenge

- **Supplier and Buyer** are collaborating in a bidding process
- **Confidentiality has** to be maintained, Manipulation and Fraud prevented

Issues to be addressed

- **Collusion** is possible between Purchaser & Supplier as the bids need to be disclosed immediately
- Suppliers fear they are cut out of the process and submit bids as late as possible, or invest into time-consuming **Lawsuits** after a lost bid



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SAP S/4HANA 1709 – SAP S/4HANA Suite

SAP S/4HANA Enterprise Management

	Finance	Human Resources	Sourcing and Procurement	Manufacturing	Supply Chain
Suite**	SAP Ariba, CONCUR ▪ Governance, risk, and compliance for finance ▪ Financial services network ▪ SAP digital payments add-on ▪ SAP Cash Application software	SAP SuccessFactors, SAP Fieldglass ▪ Core human resources and payroll ▪ Talent management ▪ Time and attendance management ▪ Human capital analytics	SAP Ariba, SAP Fieldglass, CONCUR ▪ Supplier collaboration ▪ Business network ▪ Guided end-user buying ▪ External workforce management	▪ Responsive manufacturing (ME, MII, QIM, VE) ▪ Production operations (MII, QIM) ▪ Digital operations for manufacturing	▪ Integrated business planning ▪ Global batch traceability ▪ Extended warehouse management ▪ Transportation management
Products*	▪ Financial planning and analysis ▪ Accounting and financial close ▪ Treasury management ▪ Advanced financial operations ▪ Commodity management ▪ Governance, risk, and compliance		▪ Extended procurement ▪ Commodity procurement	▪ Extended production scheduling and delivery planning ▪ Complex manufacturing	▪ Advanced inventory, warehousing, and transportation
SAP S/4HANA Enterprise Management	▪ Core accounting ▪ Cost management and profitability analysis ▪ Basic financial operations	▪ Time recording	▪ Operational purchasing ▪ Collaborative sourcing and contract management ▪ Supplier management ▪ Procurement analytics ▪ Invoice and payables management	▪ Production operations ▪ Quality management ▪ Manufacturing insights	▪ Basic inventory, warehousing, and transportation ▪ Production planning
Products*	▪ Order and contract management ▪ Sales performance management (ICM)	▪ Service master data and agreement management[c] ▪ Service operations and processes[c] ▪ Service parts management[c]	▪ Subscription billing and revenue innovation management (BRIM)	▪ Maintenance management ▪ Asset operations and maintenance[c] ▪ Environment, health, and safety	▪ Project control ▪ Product development ▪ Product engineering ▪ Enterprise portfolio and project management[c] ▪ Product lifecycle management ▪ Product safety and stewardship
Suite**	▪ SAP Hybris Sales Cloud portfolio ▪ SAP digital payments add-on ▪ SAP CRM SAP Hybris	▪ SAP Hybris Service Cloud ▪ SAP Hybris Service Engagement Center SAP Hybris	▪ SAP Hybris Commerce solution ▪ SAP Hybris Marketing Cloud solution ▪ SAP CRM SAP Hybris	▪ Asset performance and intelligence	▪ Digital operations for R&D
	Sales	**Service**	**Marketing and Commerce**	**Asset Management**	**R&D/Engineering**

*Additional license
**Additional installation and license
[c] (Partially) compatibility scope

Industries

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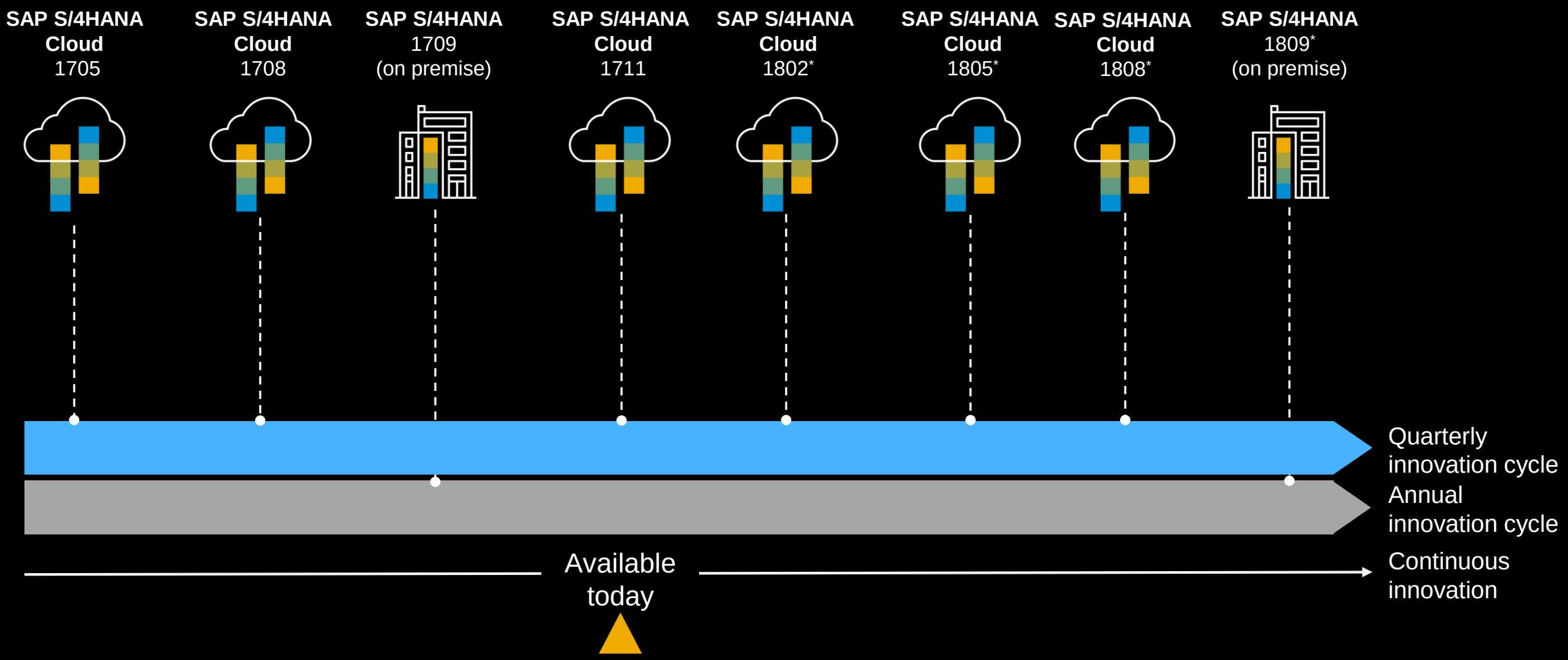
SAP S/4HANA delivery schedule



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SAP S/4HANA Sourcing and Procurement 1709 On Premise

FIORI Apps for Procurement

Transactional

Task-based Access

Access to tasks like change, create, or entire processes with guided navigation

1. All Approvals via Fiori Inbox (Purchase Requisition, Purchase Order, Contract, Supplier Invoice and Service Entry Sheets)
2. Create Purchase Requisition
3. My Purchase Requisitions
4. Confirm Goods and Services
5. Manage Purchase Requistions
6. Manage Purchase Orders (incl. Create)
7. Manage Purchase Contracts
8. Manage Sources of Supply
9. Manage Supplier Invoices (incl. Create)
10. My Purchasing Document Items
11. Supplier Invoice List
12. Post Goods Receipt for Purchase Order
13. Evaluate Suppliers
14. Monitor Responses
15. Supplier Evaluation Response
16. Procurement Overview Page
17. Manage Quota Arrangements
18. Manage Purchase Requisitions Professional
19. Manage Purchasing Info Records
20. Manage Source Lists
21. Manage RFQ
22. Manage Quotations
23. Manage Purchasing Categories
24. Manage Activities
25. Monitor Tasks
26. Process Tasks
27. Upload Supplier Invoices
28. Mass Change to Purchase Orders
29. Mass Change to Purchase Requisitions
30. Mass Change to Purchase Contracts
31. Mass Change to Scheduling Agreements
32. Mass Change to Purchasing Inforecords
33. Manage Source Lists
34. Redistribute Purchase Requisition Workload
35. Manage Service Entry Sheets

Analytical

Insight to Action

Visual overview over a complex topic for monitoring or tracking purposes

1. Purchase Order Value
2. Non-Managed Spend
3. Unused Contracts
4. Contract Expiry
5. Off-Contract Spend
6. Contract Leakage
7. Purchasing Spend
8. Invoice Price Change
9. Purchase Order Average Delivery Time
10. Spend Variance
11. Overdue Purchase Order Items
12. Purchasing Group Analysis
13. Operational Supplier Evaluation
14. Supplier Evaluation By Time
15. Supplier Evaluation By Price
16. Supplier Evaluation By Quantity
17. Overall Supplier Evaluation
18. Supplier Evaluation by Questionnaire
19. Value Contract Consumption
20. Quantity Contract Consumption
21. Purchase Requisition Item Types
22. Purchase Requisition Average Approval Time
23. Purchase Requisition To Order Cycle Time
24. Purchase Requisition No Touch Rate
25. Purchase Requisition Item Changes
26. Purchase Order Items by Account Assignment
27. Purchase Contract Items by Account Assignment
28. Purchase Requisition Items by Account Assignment
29. Supplier Invoice Items by Account Assignment
30. Monitor Supplier Confirmations
31. Monitor Purchase Requisition Items
32. Monitor Purchase Order Items
33. Monitor Purchase Contract Items
34. Monitor Request for Quotation Items

Object Pages with Contextual Navigation

Search and Explore

View on essential information about an object and contextual navigation between related objects

1. Purchase Requisition
2. Purchase Requisition Item
3. Purchase Order
4. Supplier Invoice
5. Purchasing Info Record
6. Purchase Contract
7. Purchase Contract Item
8. Purchasing Category
9. Supplier
10. Material
11. Purchasing Category
12. Request for Quotation
13. Supplier Quotation
14. Quota Arrangement

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New Apps with 1709

SAP S/4HANA Sourcing and Procurement 1709 On Premise

Release Highlights

Operational Purchasing

- Business workflow for purchase requisitions, purchase order and invoices
- SAP Fiori 2.0 UX – notifications for purchase requisition approvals
- Enhanced Document Flow for Requisitions
- Type-Ahead for Free-Texts in Self-Service Requisition
- New Fiori Apps for Monitoring and Mass Change of purchasing documents
- Central Requisitioning in S/4HANA allows for Purchase Order Creation in satellite ERP system***
- Procurement of Unplanned Services

Sourcing and Contract Management

- Request for Quotation and Quote Comparison in SAP S/4HANA
- Integration of S/4HANA and Ariba Network and Ariba Sourcing to conduct sourcing events and create or update follow-on documents in SAP S/4HANA
- Approval for Supplier Quotation Awarding
- Fiori Apps for Scheduling Agreement
- Legal Content Management ***

Supplier Management

- Reminder for evaluation responses and activity management
- Define Supplier evaluation weighting and scoring in general and based on purchasing categories
- Adjust Supplier Evaluation Scoring

Invoice and Payables Management

- Invoice integration to SAP Fieldglass
- Invoice posting with reference to asset
- Upload Supplier Invoices

Purchasing Analytics

- Predict purchase-order spend based on open purchase requisitions and delivery schedules
- Supplier performance monitoring for hard and soft facts in the Procurement Overview Page
- Predictive analytics for contract consumption
- Multi-dimensional report for purchasing spend
- Analytical monitoring of request for quotation items and contract items

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SAP S/4HANA Sourcing and Procurement Cloud 1711
Release Highlights

Operational Purchasing

- Multi-accounting in purchasing documents
- Price check functionality in requisitioning
- Centralized confirmation and return delivery***
- Procurement of Unplanned Services in Purchase Requisition
- Purchase Documents by Requirement Tracking Number
- Subcontracting Monitor
- Procurement BADI's for check and change

Sourcing and Contract Management

- Quota arrangements in SAP S/4HANA Cloud
- New flexible workflow for Contracts
- New flexible workflow for Scheduling Agreement
- Manage Legal Documents SAP Fiori app***
- Legal Content Management Overview Page***
- Legal Content Management Integration to Purchasing Documents***

Invoice and Payables Management

- Approval for Supplier Invoices not based on Purchase Orders

Procurement Analytics

- Predictive analytics and Monitoring of Supplier Confirmations in the Procurement Overview Page
- Embedded analytics in object pages
- ABC classification of spend
- Monitor Purchasing Info Record Price History

*** Not part of SAP S/4HANA shipment; requires additional products.

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SAP S/4HANA Sourcing and Procurement Cloud 1802
Release Highlights

Operational Purchasing

- "Shop on behalf" functionality in purchase requisitions
- Manage Team and Responsibilities in Procurement
- Usage of material in limit items
- Situation Handling for Purchase Order Confirmation and Professional Purchase Requisitions without contract assignment
- Flexible Workflow for Service Entry Sheet
- Manage Catalog Items
- Monitor Subcontracting Orders

Sourcing and Contract Management

- Centralized contracts through hub deployment of SAP S/4HANA***
- Manage reminders for legal transactions***
- Enhanced authorization concept and workflow for legal content management***
- Action and Relevance Enhancements for Legal Content overview page***
- Flexible workflow for requests for quotations
- Item based awarding of supplier quotations

Invoice and Payables Management

- Down-payment monitor
- Import Supplier Invoices (Excel)
- Workflow for completion of supplier invoices
- Material limit check in supplier invoice
- Check for multiple occurrences of Supplier Invoice

Procurement Analytics

- Analytics for scheduling agreements
- Analytics for service spend
- Monitoring Purchase Requisition Items
- Procurement Dashboard for SAP Analytics Cloud

Integration

- SAP S/4HANA Cloud – procurement integration with suppliers
- OData services and API whitelisting
- Extensibility in procurement documents
- Views to read Purchase Order data from SAP Cloud Platform apps

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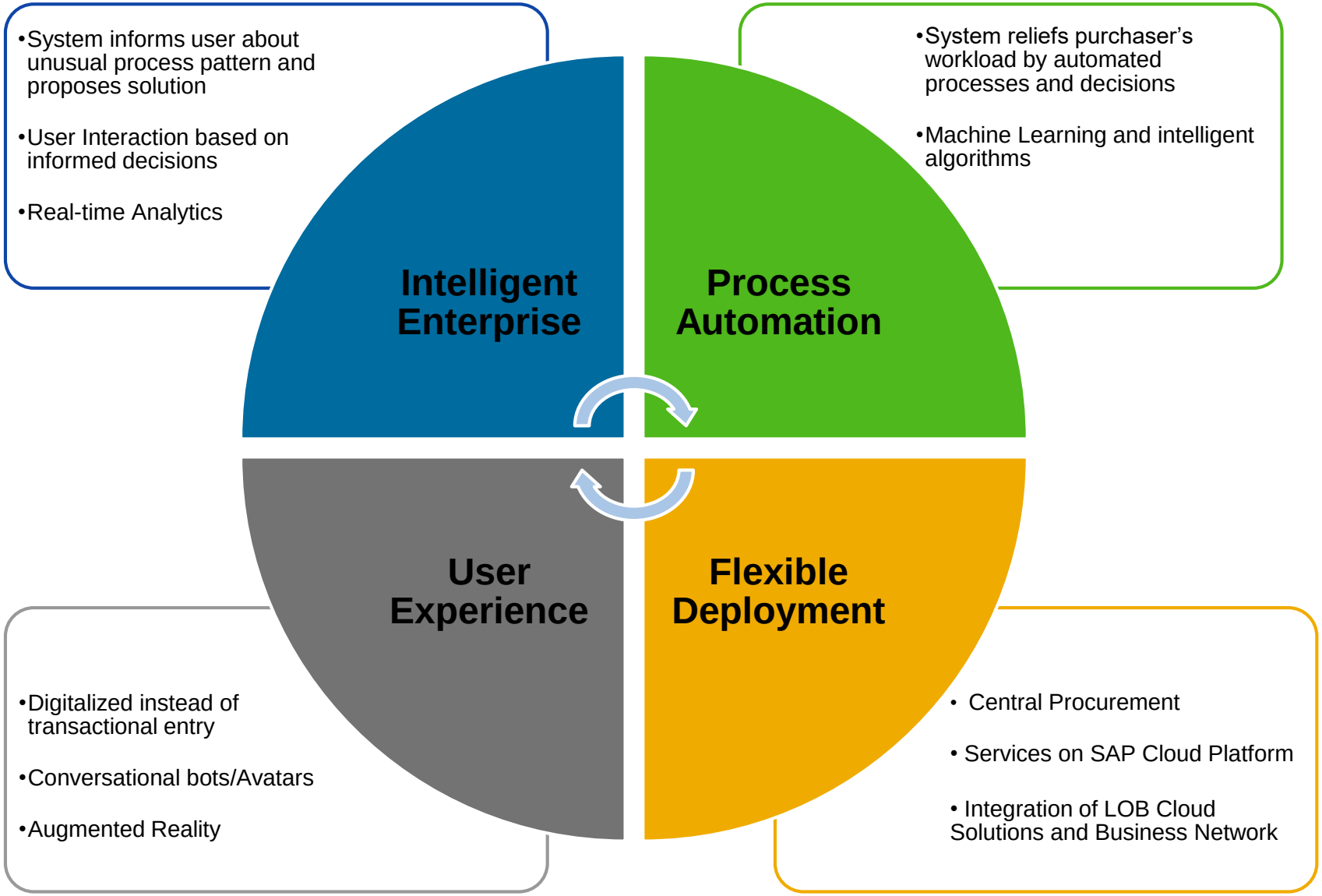
Procurement Transformation



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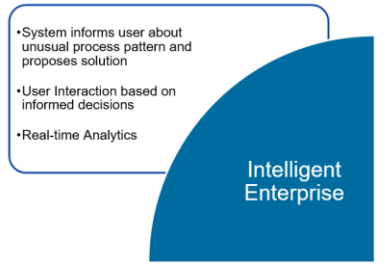
Procurement Transformation – Intelligent Enterprise with S/4HANA Sourcing and Procurement

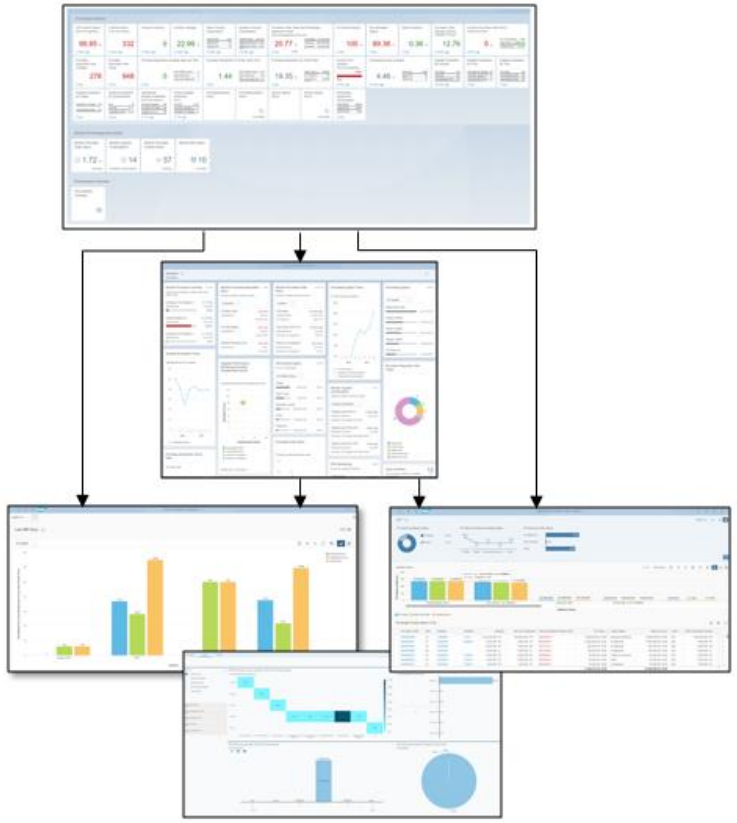


Real-time Analytics

Single Entry Point: Fiori Launchpad

Quick Action and Drill-Down

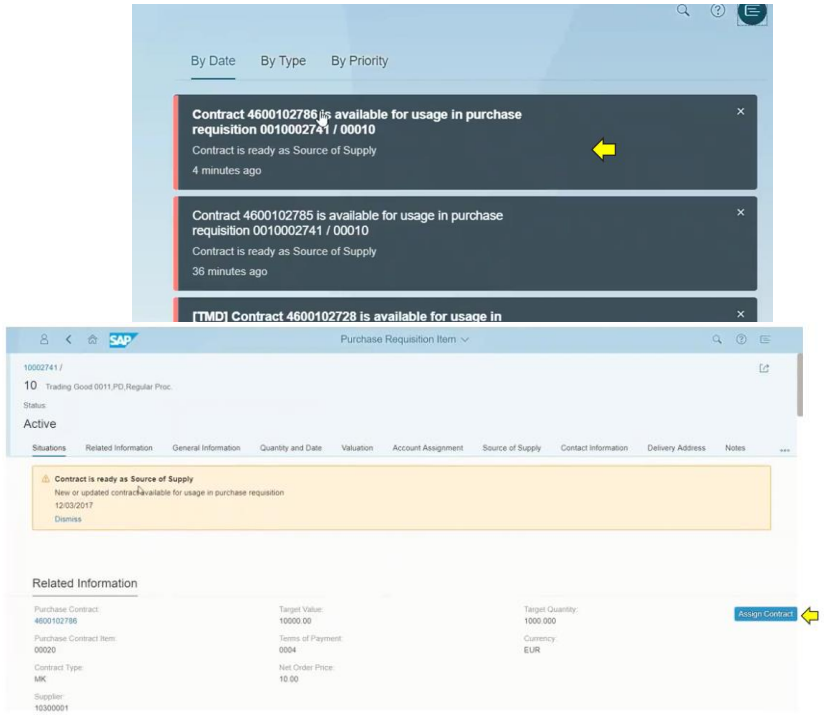
Explore in depth and real-time



Situations

From: User needs to recall or search information

To : Proactive system alerts providing relevant information and actions



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SAP S/4HANA Sourcing and Procurement
Highlight Innovation *Procurement Analytics (Overview Page)*

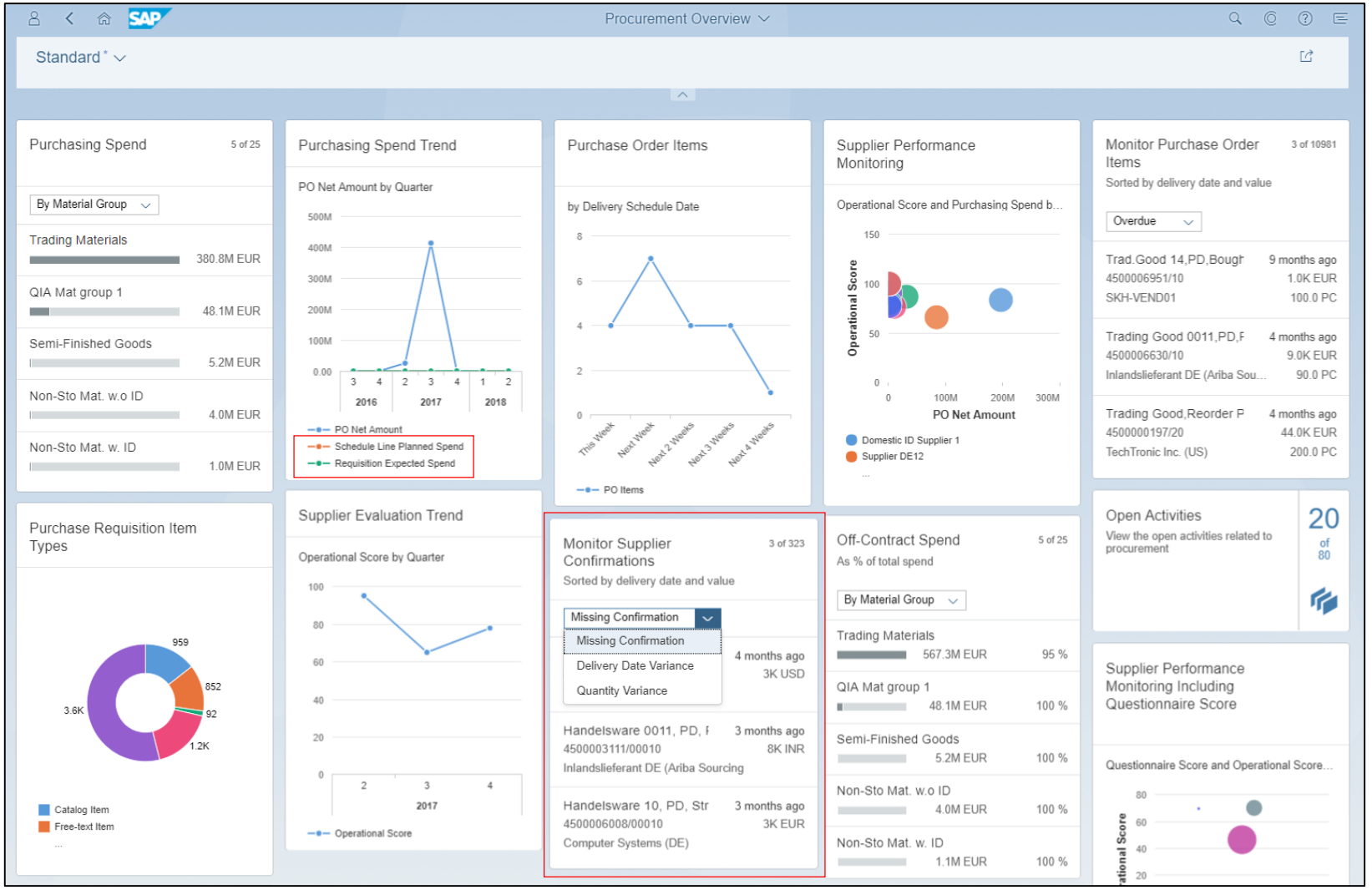
Predictive analytics and Monitoring of Supplier Confirmations in the Procurement Overview Page

Value Proposition

- Real-time monitoring of upcoming purchasing spend increases transparency and provides

Capabilities

- Show for Purchasing Spend Trend two additional measures:
  - Schedule Line Planned Spend
  - Requisition Expected Spend
- Schedule Line Planned Spend shows upcoming schedule lines in purchase orders
- Requisition Expected Spend shows potential upcoming purchasing spend based on purchase requisitions, which are currently in approval process
- Additional card for monitoring supplier confirmations based on missing confirmations, delivery date variance or quantity variance



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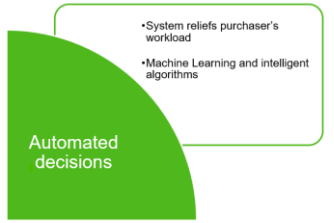
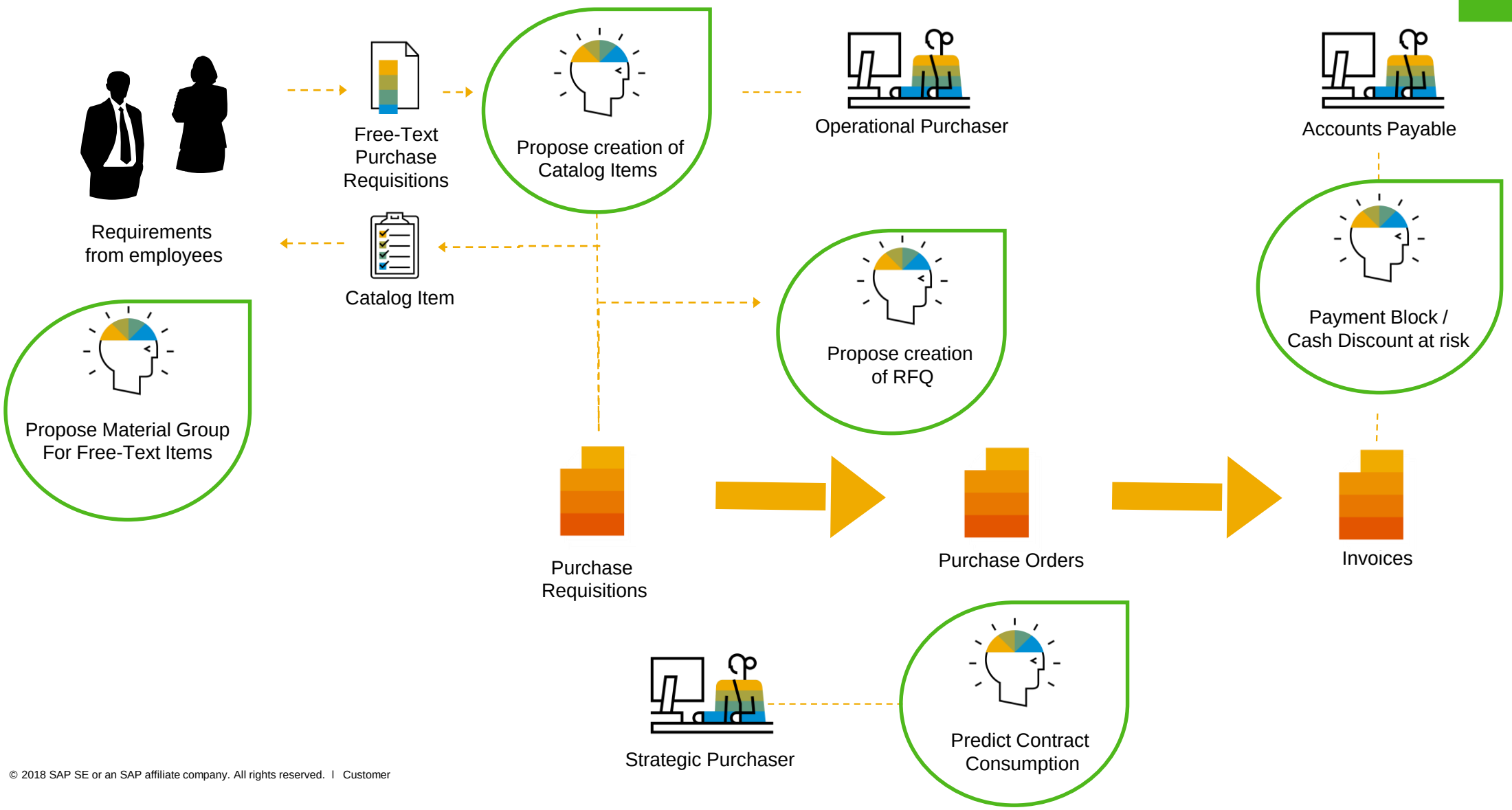
Procurement Transformation – Automated decisions with SAP S/4HANA Sourcing and Procurement





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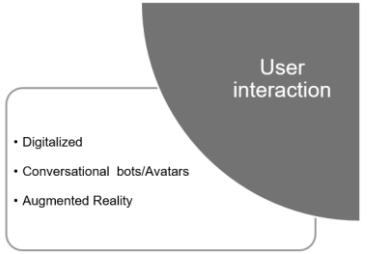
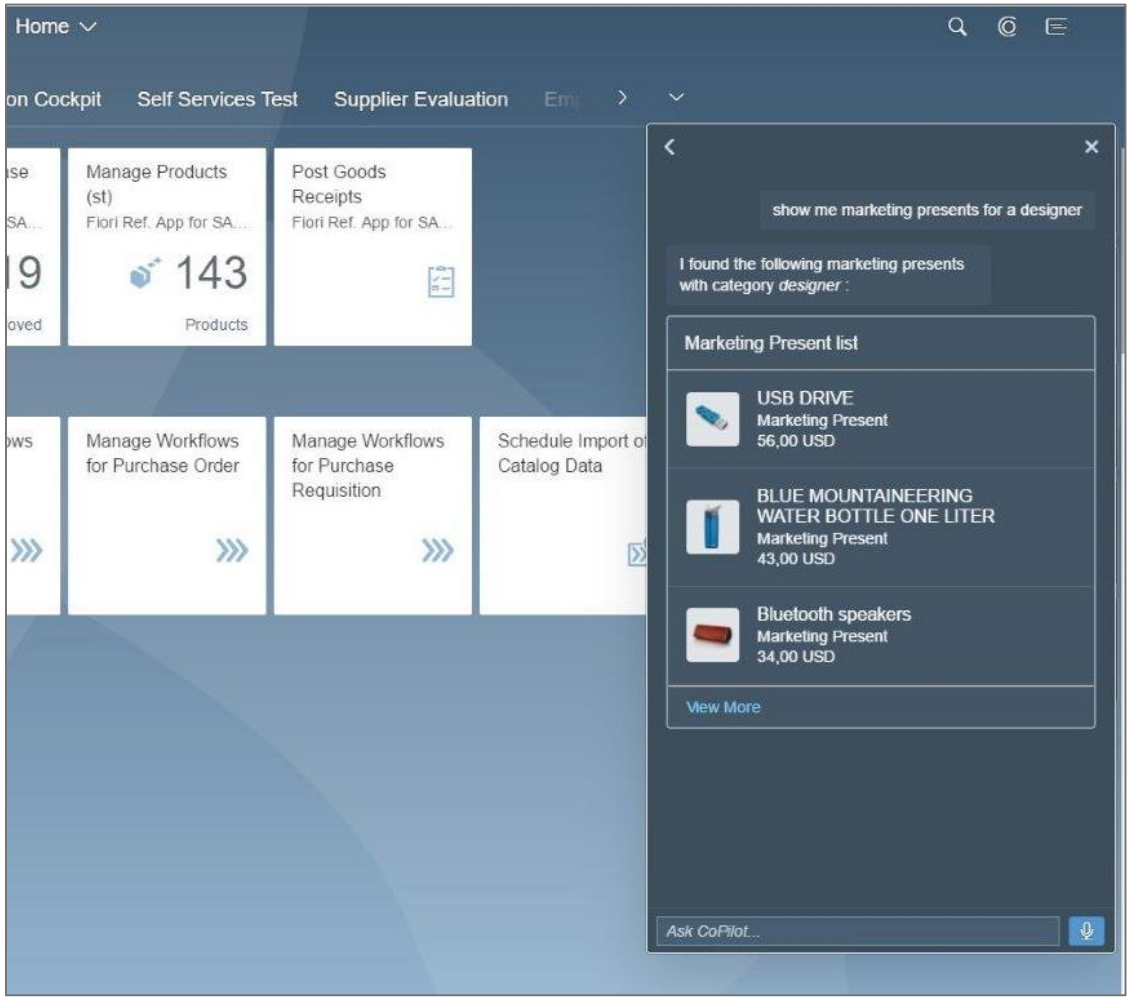
Procurement Transformation –
User Interaction with SAP S/4HANA Sourcing and Procurement



The user can have a conversation with the system using natural language, as if talking to a colleague (e.g. to order an item) –

either using voice or chatting via keyboard – and it understands what the user wants, provides answers to questions, offers suggestions for further relevant actions and carries out the user's requests.



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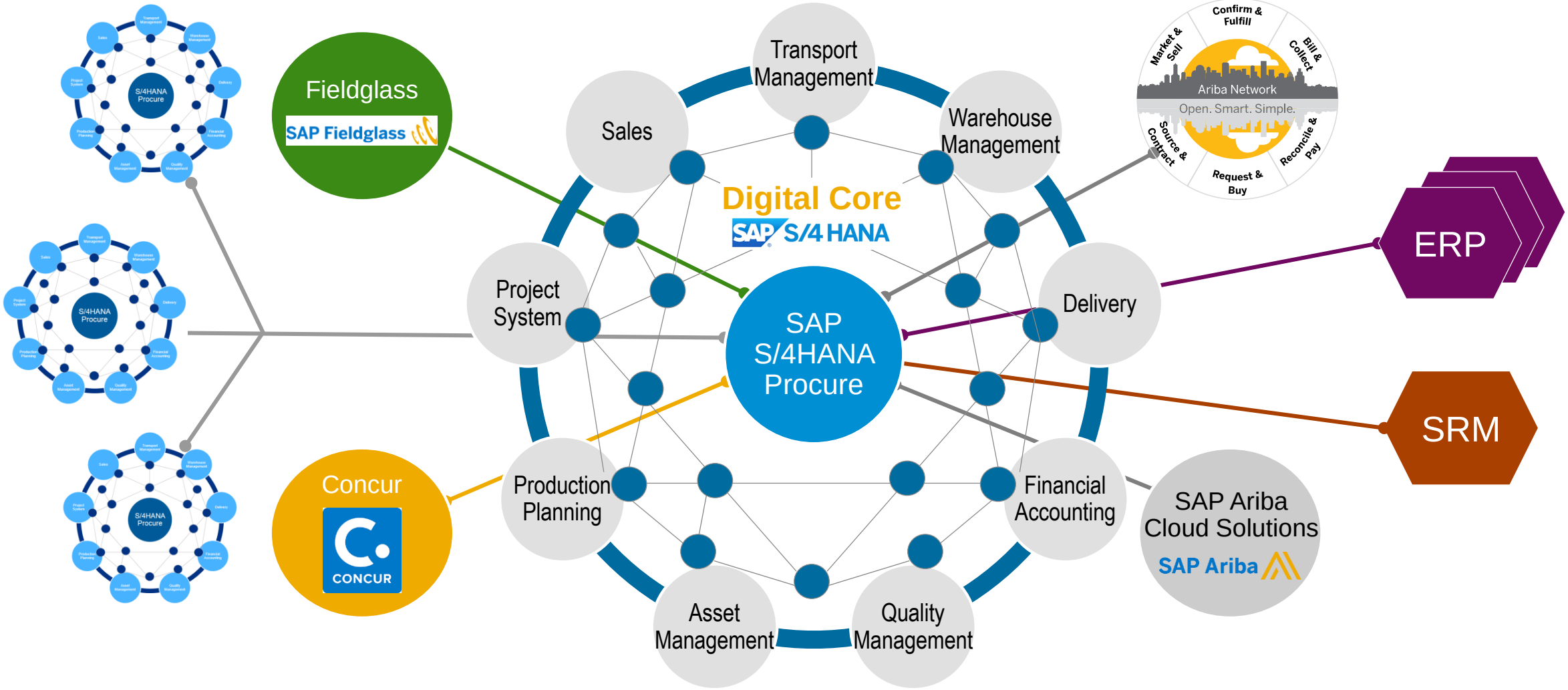
SAP S/4HANA Sourcing and Procurement as an integrated platform

Flexible Deployments

- Central Procurement
- Services on SAP Cloud Platform
- Integration of LOB Cloud Solutions and Business Network



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Procurement Transformation – Flexible Deployment with SAP S/4HANA Sourcing and Procurement

Flexible Deployments

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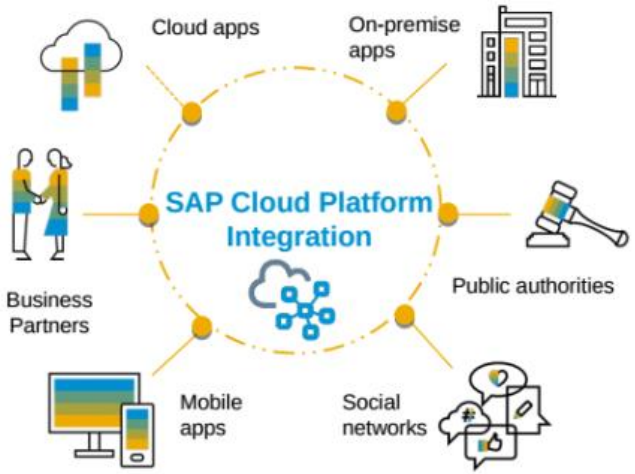
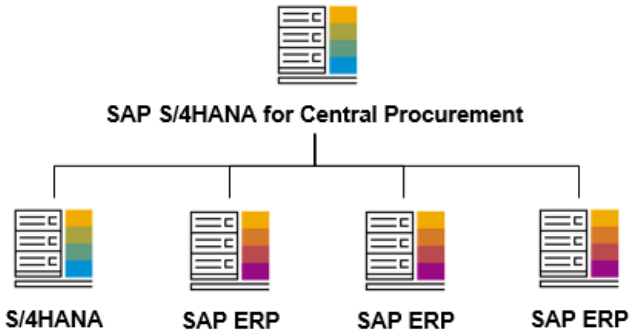


Central Procurement



- Intelligent central sourcing of Indirect and Direct Materials
- Flexible and diverse processing of procurement documents across landscape
- Global Transparency across central and decentral procurement documents
- Centralized Purchasing Functions

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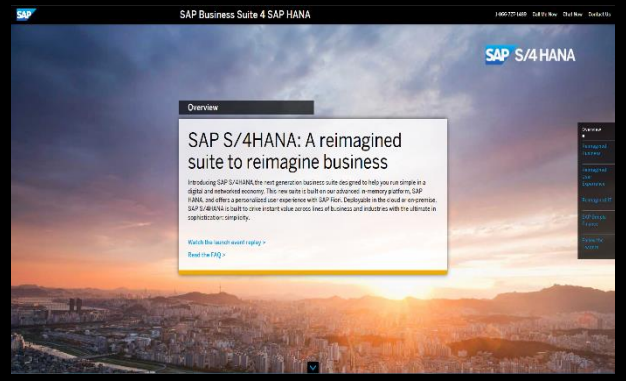

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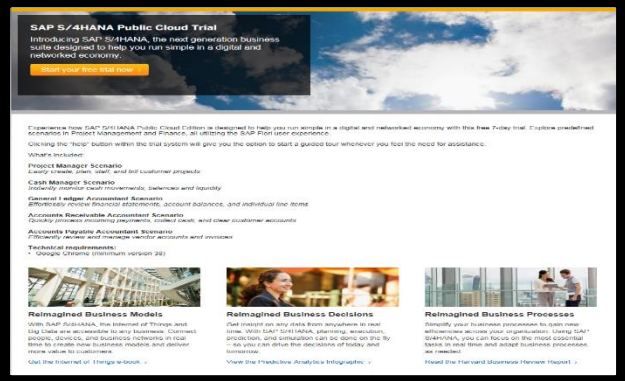

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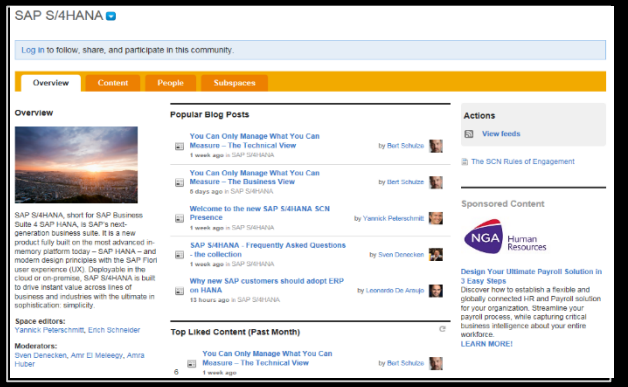

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