

SAP Fiori for Store Order Review

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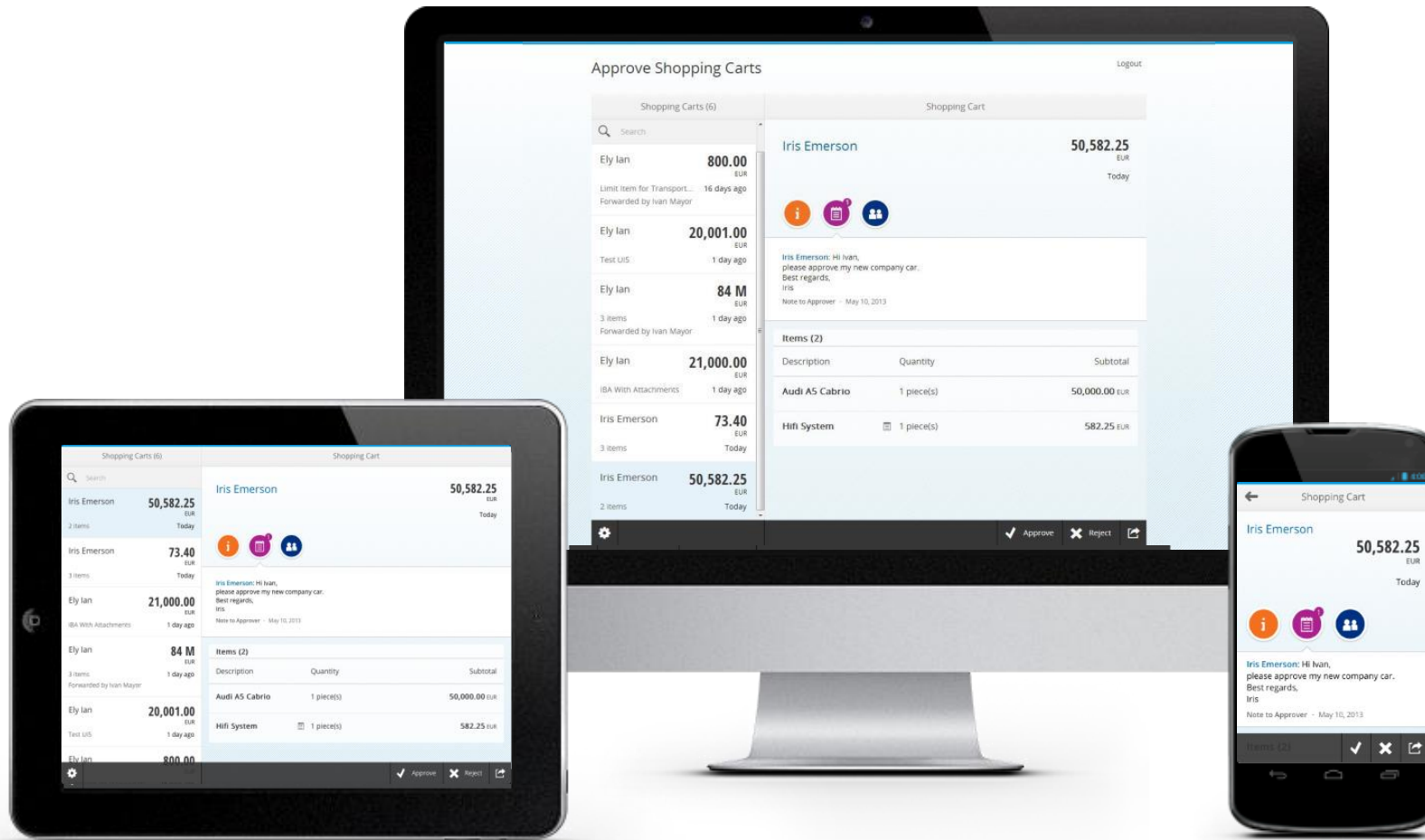
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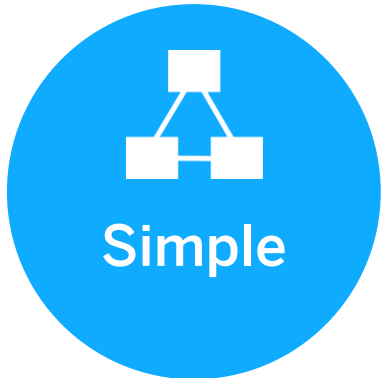
SAP Fiori in Retail Stores

SAP Fiori

Keep Simple Things Simple and Responsive



SAP Fiori Principles



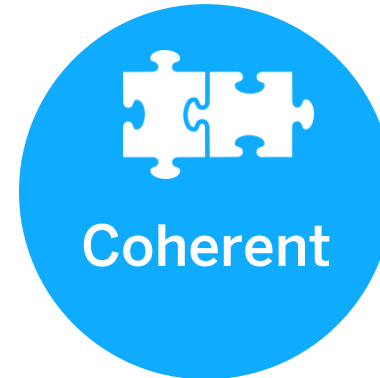
Focuses on the important



Designed for you, your needs and how you work



Supports how and where you work, at any time



Provides one fluid, seamless experience



Makes an emotional connection

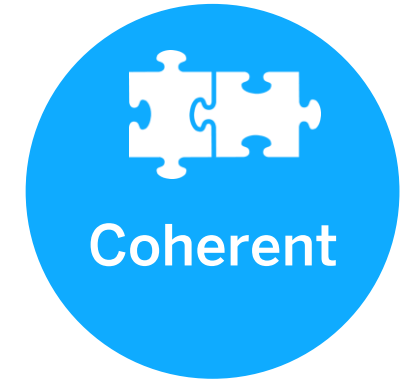
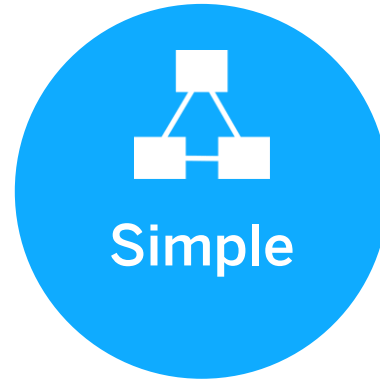
<https://experience.sap.com/fiori-guidelines/>

Retail Store Challenges

Thousands of Store Associates

- Need to keep training costs low
- Need highly optimized UI's

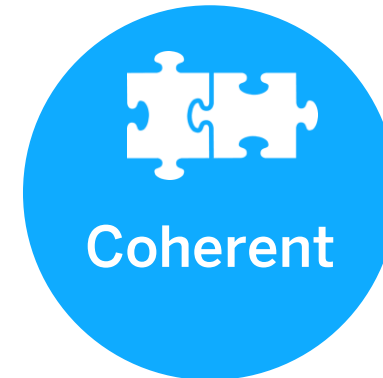
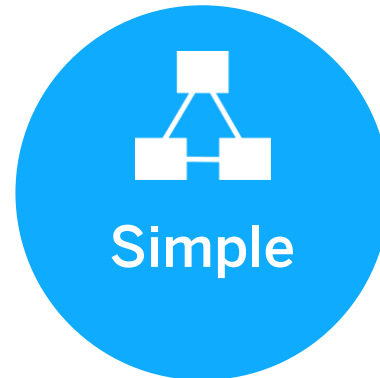
Extensible



Occasional Users, none IT Experts, Time Pressure

- UI's need to be:
 - Simple
 - Self-explaining
 - Efficient
 - Fast

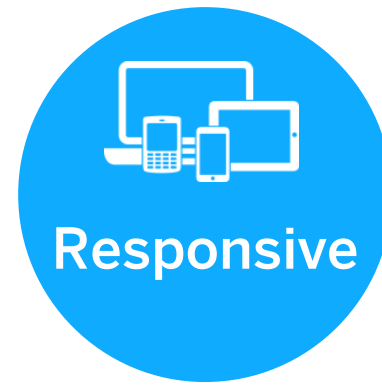
Extensible



Retail Store Challenges

Different Devices

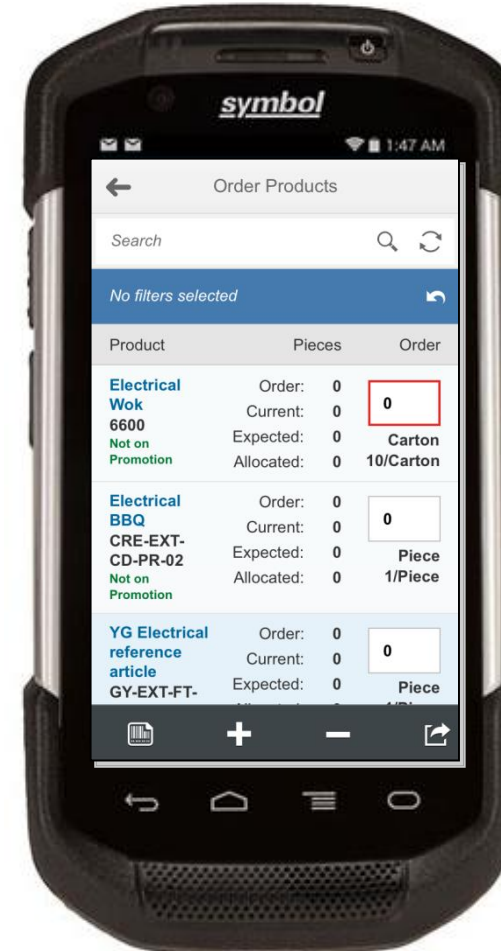
- Devices
 - Desktop
 - Mobile (ruggedized)
 - Tablet
 - POS
 - ...
- Device independent
- Platform independent
- One application running on different devices



SAP Fiori on Mobile Devices

Mobile Requirements:

- Scanning
 - Laser Scanning
 - Camera Scanning
- Offline Capability
- Push-Notifications
- App-Update



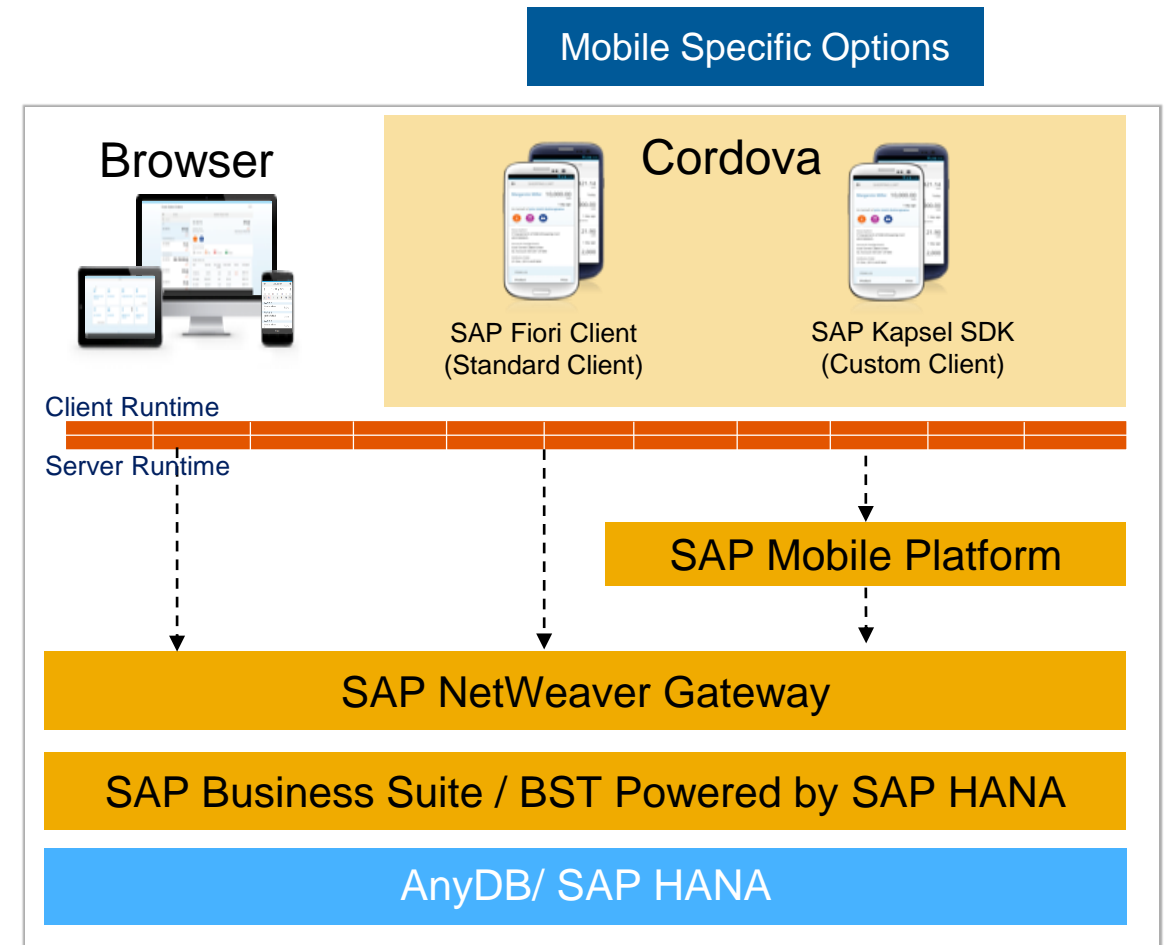
SAP Fiori Mobile Specific Options

Front End (Mobile)

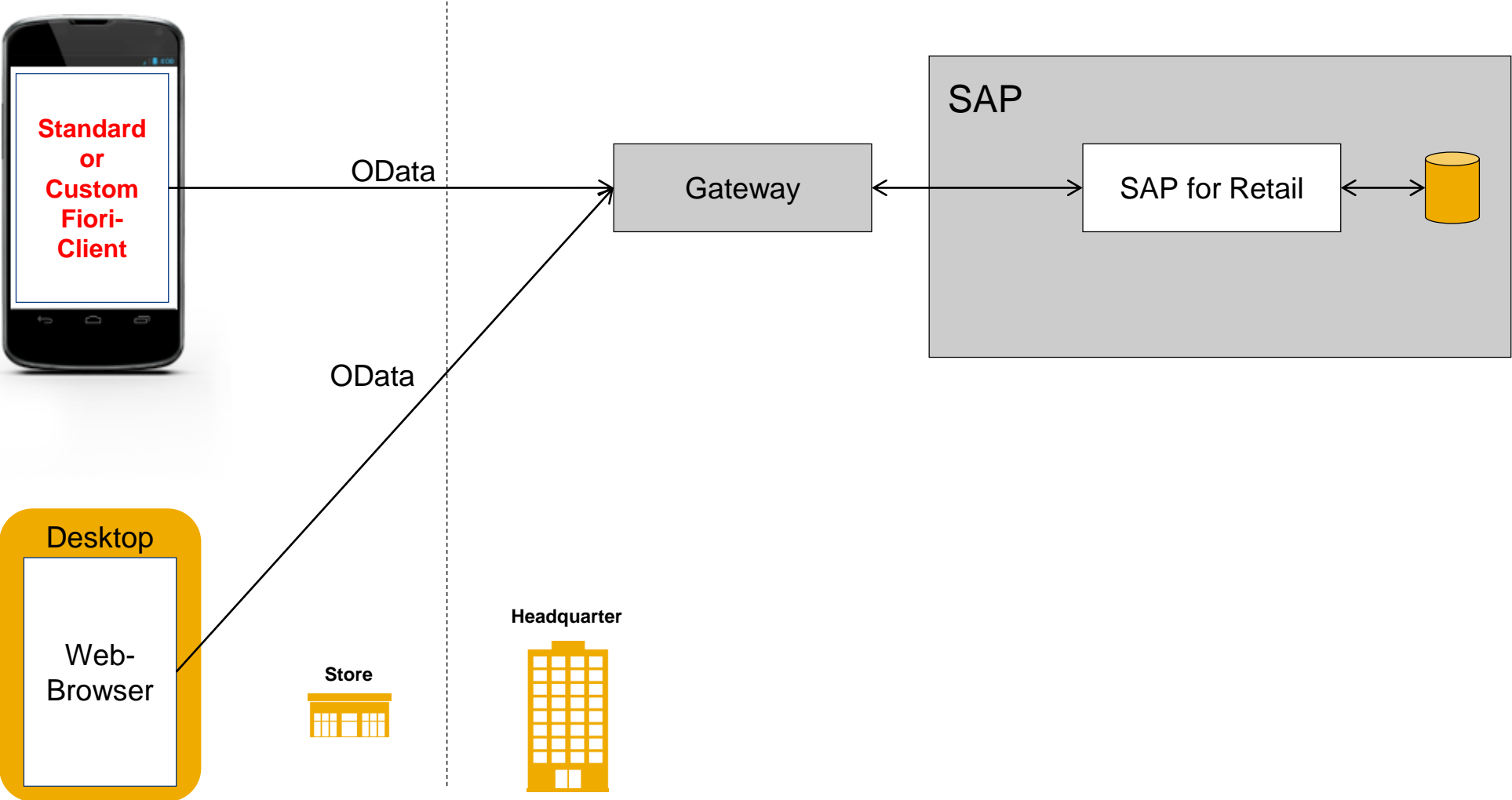
- Desktop & Mobile Web Browser (HTML5)
- Cordova Container
 - SAP Fiori Client (SAP Standard Client)
 - SAP Kapsel SDK (Custom Client)
 - E.g. Customer specific plug-ins like Laser Scanning
 - Packaging Apps

SAP Mobile Platform

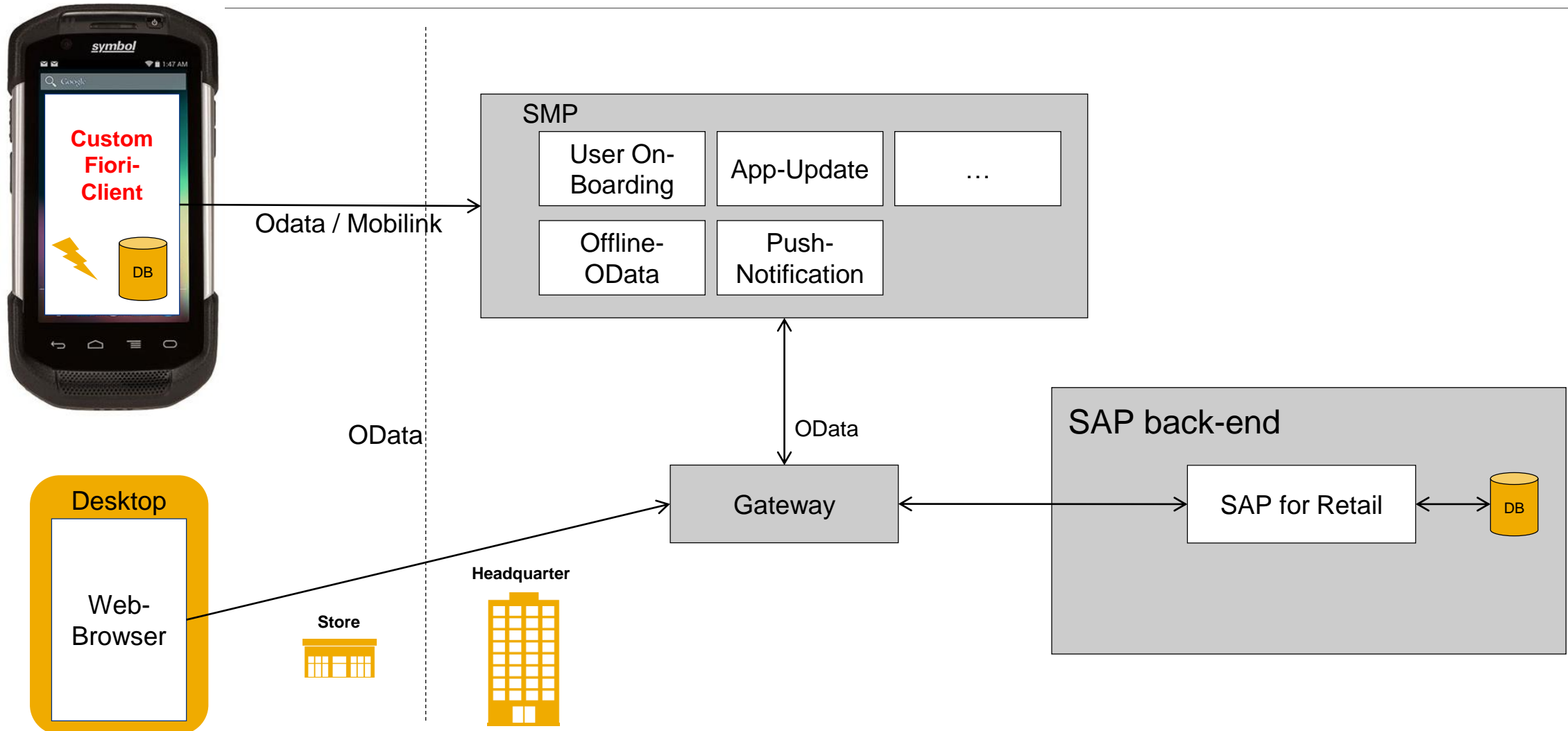
- Offline Access (Offline Odata)
- Push Notifications
- App Updates (for Packaged Apps)
- Additional Security
- etc.



SAP Fiori for In-Store Merchandising, Gateway-only Deployment



SAP Fiori for In-Store Merchandising, SMP Deployment



In-Store Merchandising Deployment Options

Evolution of the solution

SAP Merchandising for Retail Proven Business Logic for In-Store Merchandising

Headquarter



Store



SAP Retail Store
(Available)

2001



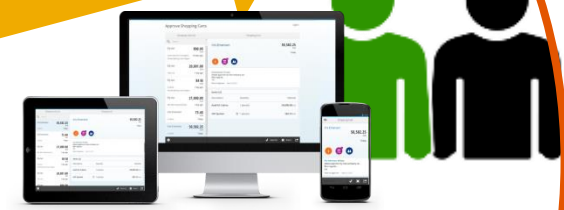
Mobile In-Store
Inventory Management
(Available)

2007



In-Store MIM
(Available)

2015



In-Store Merchandising
Based on SAP Fiori &
SAP Mobile Platform

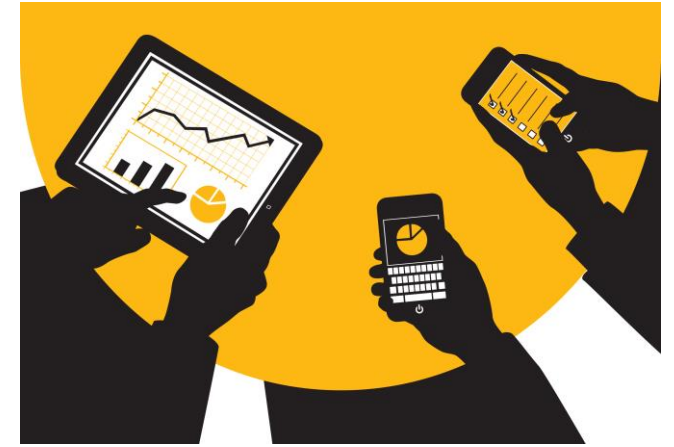
How is SAP helping retailers with mobile transformation journey?



Proven business
logic for enterprise
mobile enablement



State of the art
technology



Responsive apps with
excellent user
experience


Solution Overview

Why SAP In-Store Merchandising?

- ✓ Standard apps that come with a Launchpad which offers an area for personalization e.g. for accessing corporate NEWS , a flexible cross object search, branding, and a collection of tiles for accessing apps, information, and functions.
- ✓ Apps are role based: We are building apps for the roles Store Associate / Managers.
- ✓ Apps are responsive and simple: Role-based apps are developed once and can be used on different devices such as laptops and Android or iOS smart devices (tablets, smart phones) supporting HTML5.
- ✓ Apps are coherent, simple, and consistent in look and feel with common flow logic for the screens. That makes them easy to learn and to enhance.
- ✓ Support typical In-Store merchandising requirements such offline support such as posting receiving without being directly connected to the network or using laser scanning.
- ✓ It comes with a flexible tool kit for enhancement or development of new apps.
- ✓ No SAP HANA is required for SAP Fiori transactional apps.

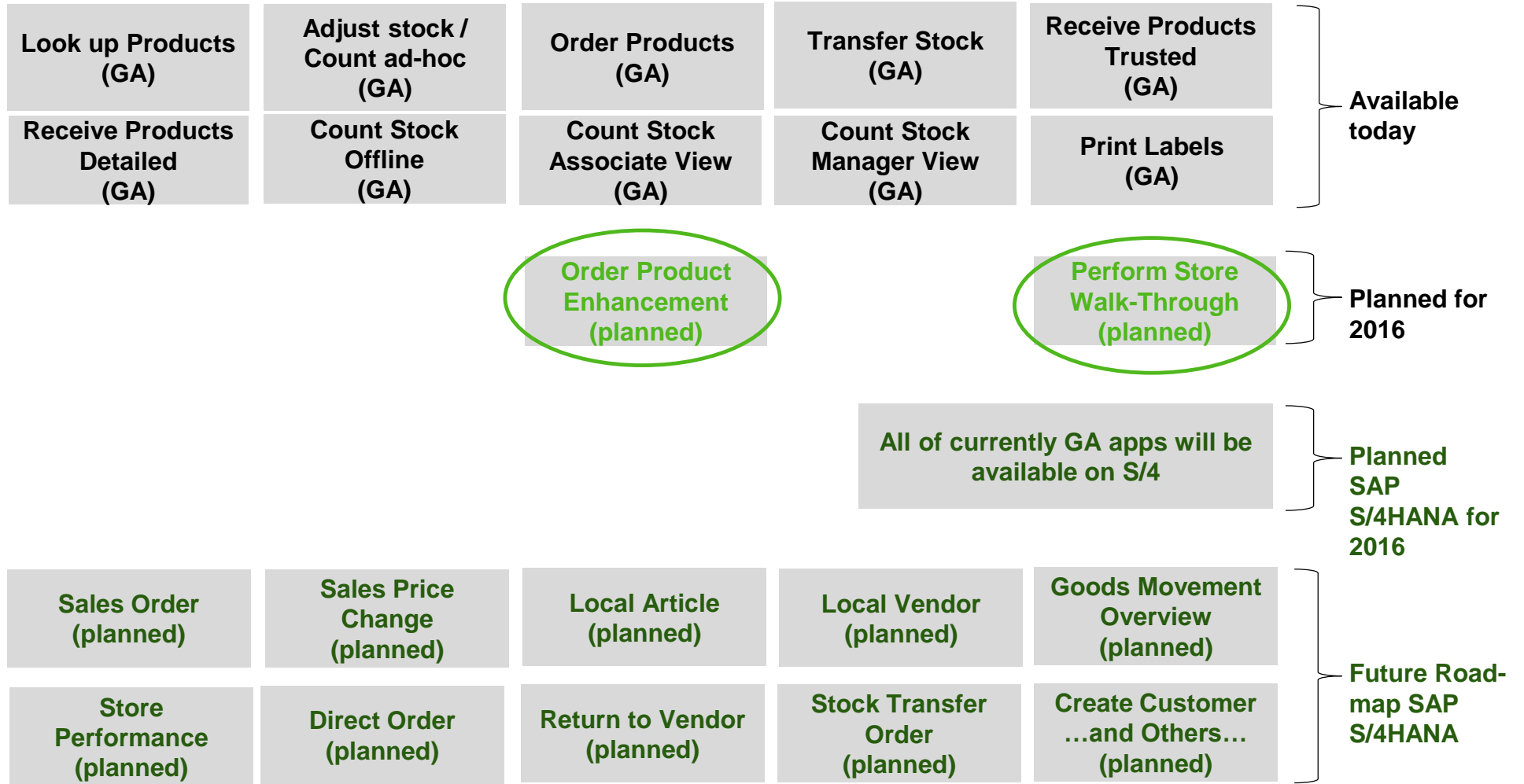
In-Store Merchandising powered by SAP Fiori and SAP Mobile Platform Roadmap

Store associate / Store manager



Store

Retail specific transactional apps





Order Review – Current Ideas

Use Case

- Sophia is a retail store associate in charge of a range of products in a store of a retailer.
- Each morning she has to replenish her assortment by reviewing the order proposals of the automatic replenishment process (ERP MRP or planned F&R) and identifying products, whose order quantity needs adoption
- She performs this task by walking along the shelf and scanning the barcode of the products in a sequence using her mobile device or smartphone.
- She might also order products where currently no suggested order quantity has been generated (either because there is no need from a system perspective or because the products are always ordered manually)

SAP Fiori for In-Store Merchandising

Order Products (what's available and possible enhancements)

Product	Pieces	Order
Electrical Wok 6600 Not on Promotion	Order: 0 Current: 0 Expected: 0 Allocated: 0	0 Carton 10/Carton
Electrical BBQ CRE-EXT-CD-PR-02 Not on Promotion	Order: 0 Current: 0 Expected: 0 Allocated: 0	0 Piece 1/Piece
YG Electrical reference article GY-EXT-FT-	Order: 0 Current: 0 Expected: 0	0 Piece

Description

- Order Product gives store associates the ability to order product by reviewing the order quantity on shelf, or to order products ad hoc by entering a quantity into the open input field for each product.

Capabilities

- View and revise quantities (based on purchase requisitions currently only)
- Based on ECC
- View information to support decision making
- Order products ad hoc

Prerequisites

- [Help portal](#)



Possible planned enhancements (in discussion):


- Support store orders in ECC that were generated in SAP F&R (Investigation if new grouping concept will be used see note 2221024)
- Include (SAP F&R) exception information for filter, list and detail
- Display further information that help to review/accept the automatically calculated quantity or the general product situation

Current App Order Product – Detail Screen





[https://fioriappslibrary.hana.ondemand.com/sap/fix/externalViewer/#/detail/Apps\('F0752'\)](https://fioriappslibrary.hana.ondemand.com/sap/fix/externalViewer/#/detail/Apps('F0752'))



← Order Products (30)

Search  

Filtered by Merchandise Category (BFOP frozen ... 

Product	Pieces	Order
My Best Frozen strawberry, 750 g 4038235100659 On Promotion This Week	Order: 210 Current: 60 Expected: 0 Allocated: 0	7 Carton 30/Carton
My Best Frozen raspberry, 750 g 2050004427677 On Promotion This Week	Order: 120 Current: 40 Expected: 30 Allocated: 0	4 Carton 30/Carton
My Best Frozen blueberry, 500 g 2050004427714 On Promotion Next Week	Order: 0 Current: 5 Expected: 20 Allocated: 0	0 Carton 30/Carton

← Product Details  





My Best Frozen strawberry, 750 g



4038235100659 Proposed: 6 CAR
 Order Unit: CAR (30 PC) **6,50 EUR**
 On Promotion This Week

Order Quantity: 7 CAR (210 PC) in 4 Days
 Current Stock: 60 PC
 Allocated: 0 PC
 Expiration: After 3 Days

Sales History/Expected Deliveries (PC)

December 2014						
	MON	TUE	WED	THU	FRI	SUN
08 - 14	4	5	4	5	7	-
15 - 21	4	-	-	-	-	-
22 - 28	-	-	-	-	-	-





← Product Details  

Sales History/Expected Deliveries (PC)

December 2014						
	MON	TUE	WED	THU	FRI	SUN
08 - 14	4	5	4	5	7	-
15 - 21	4	-	-	-	-	-
22 - 28	-	-	-	-	-	-

Price Details

Regular Price: EUR 6,95 / 1 PC
Promotion: winter (WINTER)
 Valid From: 15.12.2014
 Valid To: 20.12.2014
 Promotion Price: EUR 6,50 / 1 PC

Planned: Possibility to include exceptions for filter and list/detail

Draft!

Attributes

Search

- No Filter
- Order Quantity Must be Reviewed
- Order Quantity Should be Reviewed
- With Zero Quantity
- On Promotion This Week
- On Promotion Next Week
- Changed Order Quantity Not Posted
- Processed
- Not Processed

OK

Order Products: 1-5 (48)

Search

Filtered by Merchandise Category (BFOP frozen fruits ...)

Product	Pieces	Order
My Best Frozen strawberry, 750 g 2000000000640 Review Required On Promotion This Week and Next Week	Order: 16 Current: 1 Expected: 0 Allocated: 0	16 Carton 1/Carton
My Best Frozen raspberry, 750 g 2000000000664 Review Required Not on Promotion	Order: 1 Current: 1 Expected: 0 Allocated: 0	1 Carton 1/Carton
My Best Frozen blueberry, 500 g 2000000000688 Review Required On Promotion This Week and Next Week	Order: 12 Current: 1 Expected: 0 Allocated: 0	12 Carton 1/Carton
My Best Frozen blackberry, 500 g 2000000000701 Review Required Not on Promotion	Order: 1 Current: 1 Expected: 0 Allocated: 0	1 Carton 1/Carton
My Best Frozen redcurrant, 750 g 2000000000725	Order: 7 Current: 1 Expected: 0	7 Carton

SAP

Product Details

Order Quantity: 6 CAR in 0 Days
Current Stock: 1 CAR
Allocated: 0 CAR
Expiration: After 3 Days

Sales History/Expected Deliveries (CAR)

May/June 2016

	MON	TUE	WED	THU	FRI	SAT	SUN
30 - 05	16	12	8	12	20	32	8
06 - 12	20	15	10	15	25	-	-

Exceptions

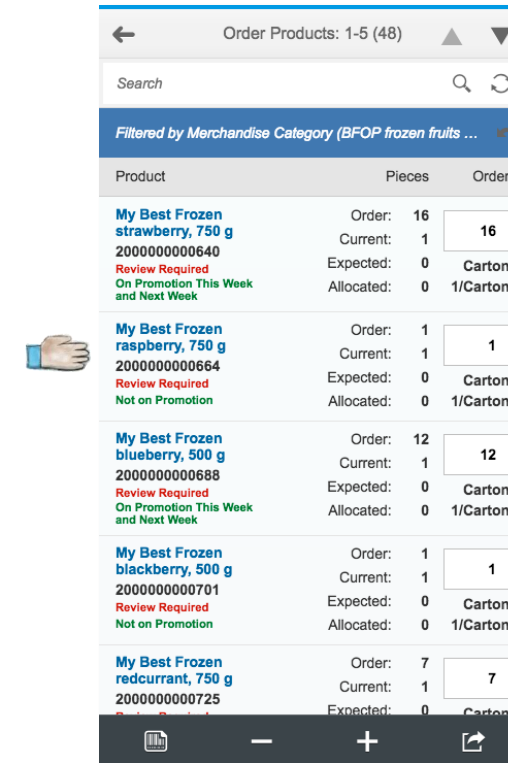
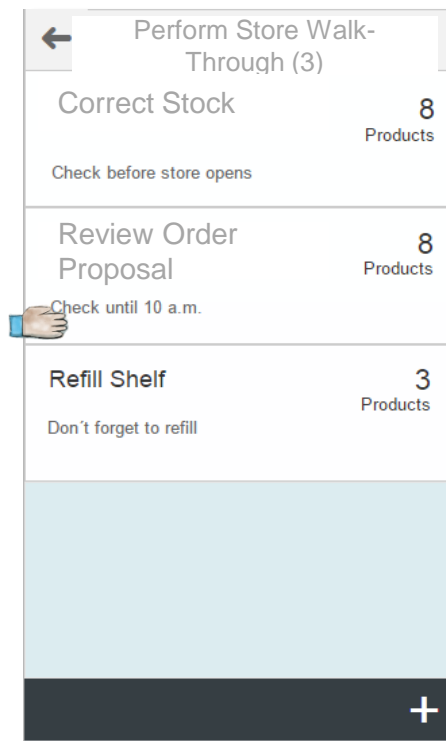
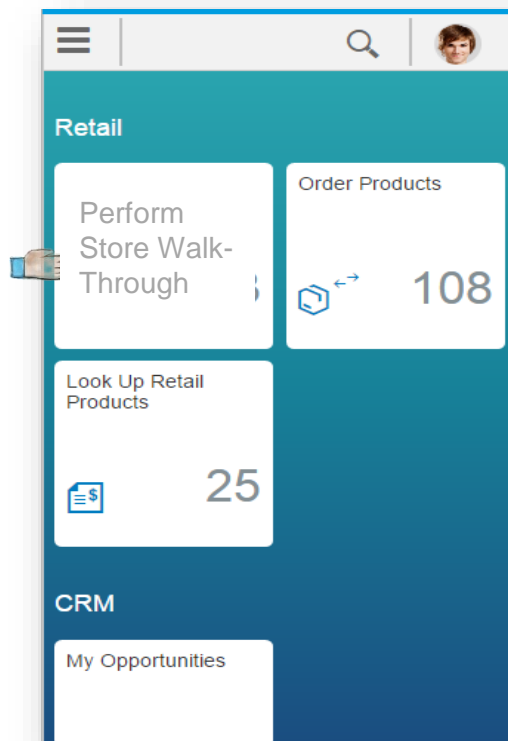
- Range of coverage exceeds shelf life expiration **High**
- Possible stockout in stock period (until 12.06.2016) **High**
- Min. restr. violated: Opt. insufficient for order proposal 0000013055 location **Medium**

Price Details

Planned: Cross navigation Perform Store Walk Through

Draft !

In addition to 'stand alone app' with filter, integration to new app **Perform Store Walk Through** via Cross navigation



Order Proposal Review – Detail Information

Discussion points

What further information is required/useful for Sophia?

- Display order day and day of availability (in calendar?)
- Display next order day and corresponding day of availability (in calendar?)
- Display current range of coverage based on entered order quality
- Display forecasted sales for 2 weeks in future?

What further use cases are relevant for Sophia?

- Allow quantity change only for products having order day today?
- Additional order for products not on order today
- Review per order date
- Review per order + delivery date
- Different orders (normal / express / additional)

Existing App

Product Details

Order Quantity: 6 CAR in 0 Days
Current Stock: 1 CAR
Allocated: 0 CAR
Expiration: After 3 Days

Sales History/Expected Deliveries (CAR)

May/June 2016							
	MON	TUE	WED	THU	FRI	SAT	SUN
30 - 05	16	12	8	12	20	32	8
06 - 12	20	15	10	15	25	-	-

Exceptions

- Range of coverage exceeds shelf life expiration **High**
- Possible stockout in stock period (until 12.06.2016) **High**
- Min. restr. violated: Opt. insufficient for order proposal 0000013055 location **Medium**

Price Details



New F&R Keyfigures

Order Day:	10.06.2016
Delivery:	14.06.2016
Coverage:	until 16.06.2016
Next Order Day:	14.06.2016
Next Delivery:	17.06.2016



Thank you

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