SAP User Group
SIG Leads Meet
SAP Retail Experts

Date: 27 March 2019
Time: 09h00 to 12h30
Room: WDF 21, Ground Floor. AE 07

AUSAPE   SAPience.be   SBN NORGE   SAPSA   UKISUG   VNSG   THE BEST RUN SAP

Retail Agenda : 27th March 2019

09h00-09h20   Intelligent Enterprise for Retail and Fashion/new solution innovation – Daniela Khalaf

09h20-10h10   S/4HANA :Overview on functionality and Migration Tools – Dieter Scheerer & Daniela Khalaf

10h10-10h40   Update on SAP Customer Activity Repository – Gabriele Schraft

10h40-11h20   Roadmap Replenishment and UDF – Sylvia Ludwig

11h20-12h00   Innovation scenarios using SCP – Oliver Grob

SAP Customer Activity Repository

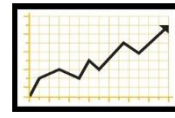| SAP Promotion Management	SAP Merchandise Planning	SAP Assortment Planning	SAP Allocation Management

Partner Apps   Fiori / BobJ

Tightly Integrated

SAP Customer Activity Repository

SAP HANA Live Analytics Content

*Optional Co-deployments

SAP ERP Retail
SAP S/4HANA
Merchandising
Fashion
Management

Master Data

Inventory

Sales Document

CRM/Hybris Marketing Customer Data

SAP Hana -in-memory computing

POS Data Transfer & Audit

Tlog

Omnichannel Inventory Visibility/Availability & Sourcing

Multichannel Transaction Data Management

On-Shelf Availability

Unified Demand Forecast

Omnichannel Promotion Pricing

Demand Data Foundation

SAP Forecasting & Replenishment

SAP Hybris Commerce

SAP Hybris Marketing*

SAP BW*

Out to ERP, F&R, BW

POS Data Transfer and Audit

POS DTA CARAB 2.0 FP03

- The ability to partition the main aggregation tables AGGR01 and AGGRTB

- The ability to include PROMOTIONID field in task parameters for aggregation tasks 2001 (Material/Stock) and 2002 (Material/Stock with Taxes and Discounts) through new parameter (AGGREGATION_KEY)

- The ability to access an existing SAP BW DataSource in SAP Customer Activity Repository through BW/4HANA by Operational Data Provisioning (ODP).

POS DTA CARAB 4.0

- Introduction of Visual Harmonization for POS Workbench

  Harmonize the look and feel of the POS Workbench to that of the SAP Fiori apps
  Classical transactions like SAP GUI are different visually than Fiori apps. Currently, SAP GUI has various visual designs and themes. One of the latest themes being the Blue Crystal theme.
  Visual Harmonization manages to apply changes to the visual appearance of applications. This reduces the differences between Fiori apps and SAP GUI

POS DTA CARAB 4.0

- Pre-requisites of Visual Harmonization:

- Fiori 2.0 and the new Belize theme (and their possible future successors, including the forthcoming SAP High Contrast Black and the accessible flavours)

- It requires kernel 7.49 or higher.

- SAP_UI and SAP_BASIS 7.51 SP00 or 765 respectively (NW 7.51 / NW 7.65) or higher.

- It also requires application adoption (besides the new UI there are a couple of screen rendering changes, e. g. transformation of icons into labelled buttons)

- Few products require activation, especially if you are not part of S/4HANA. (CAR requires activation).

POS Workbench "ante" and "post"

Omnichannel Article Availability and Sourcing

Omnichannel Article Availability and Sourcing CARAB 2.0 FP03

- Enhanced Handling of vendor stock
  - Analogous to the possibility to replicate stock for single distribution centers within a given sourcing network, it is now possible to replicate stock for single vendor/ purchasing site combinations and
  - In addition, it is now possible to delete stock of a single vendor via report OAA_VEND_STOCK_DELETION.

Omnichannel Article Availability and Sourcing CARAB 4.0

Manage Sales Channels

Manage Sourcing Strategies

Manage Sourcing Networks

Manage Sources

Sales Channel

Configure sourcing for one or several sales channels

Sourcing Strategy

Set up and maintain sourcing strategies for sales channels

Sourcing Network

Set up and maintain sourcing networks for sales channels

Sources

Centrally manage source properties relevant for sourcing
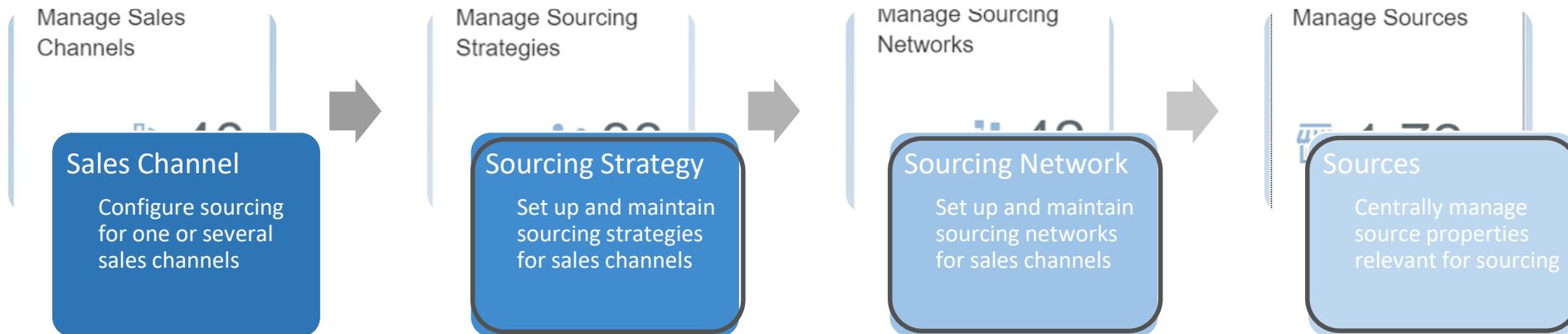
Enhancements

➢ Enhancements to "Manage Sourcing Networks" and "Manage Sources" Apps (based on NetWeaver 7.52, SAP UI5 Version 1.52)

➢ New Business Objective: "As few consignments as fast as possible (Advanced)"

➢ Sourcing Analysis: Sourcing Trace

Omnichannel Article Availability and Sourcing CARAB 4.0
Manage Sources and Manage Sourcing Networks Apps now in two back-end flavors

- **New Features**
  - Fuzzy search for FIORIS on HANA 2.0
  - Client-specific OAA back-end switch possible (was: only one back-end EHP or S/4H possible for complete CAR OAA)
  - Elimination of toggle switch and HANA synonyms de-complicates HANA content activation
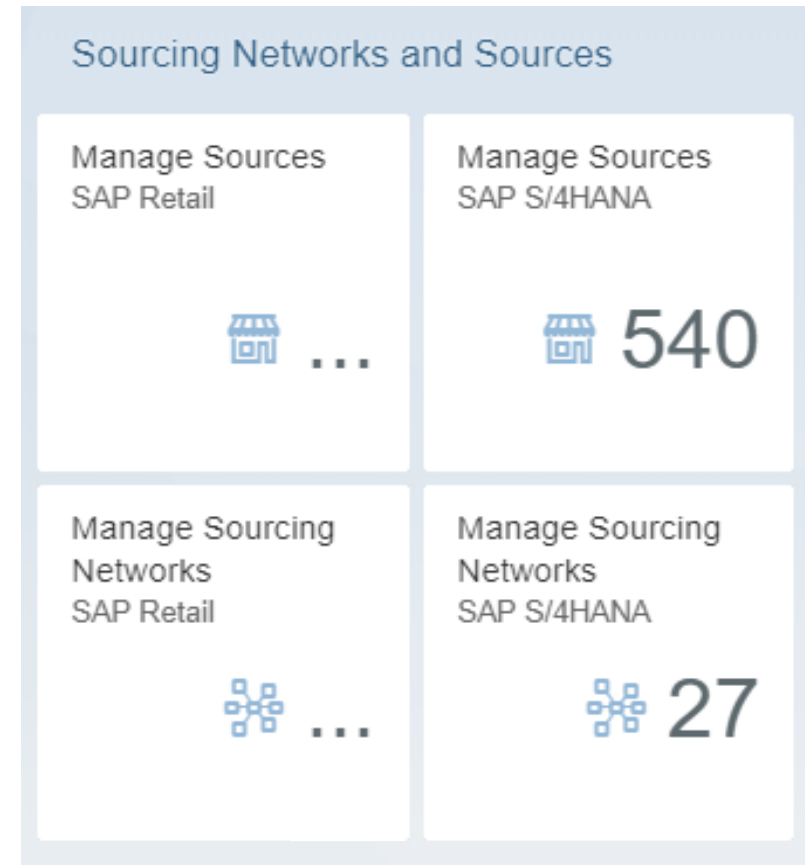
Sourcing Networks and Sources

Manage Sources SAP Retail	Manage Sources SAP S/4HANA
...	540
Manage Sourcing Networks SAP Retail	Manage Sourcing Networks SAP S/4HANA
...	27

Omnichannel Article Availability and Sourcing CARAB 4.0
Enhancements to Manage Sourcing Networks App
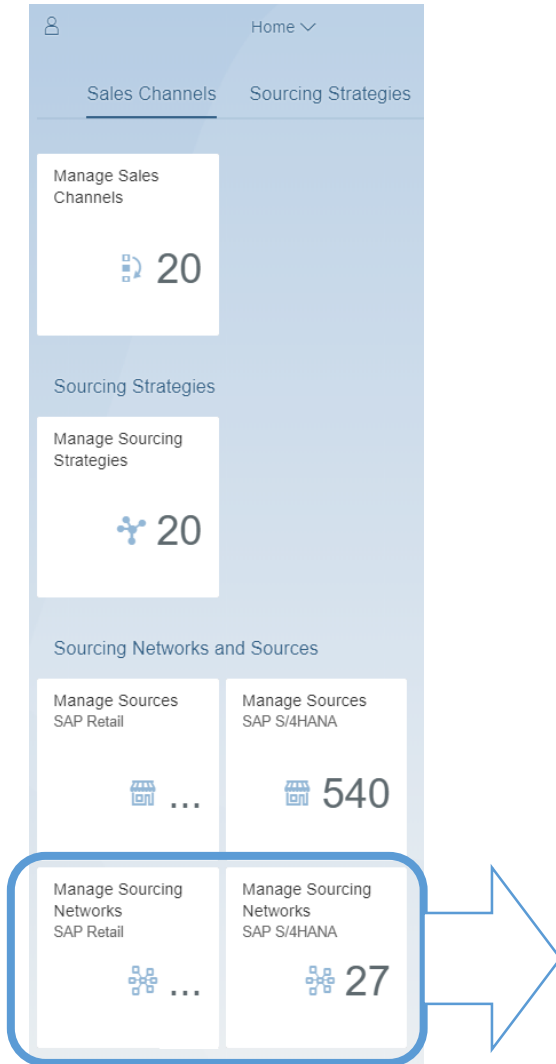
- Management of draft object instances. Now, a network does not have to be error-free to be saved.
- Network List: new search and filter options available
- Map: filtering by source type
- Enhanced assignment validity checks
- Source List:
  - Export sources to spreadsheet
  - Personalize the display of columns
- Mass-assignment of sources to a network
- Two app flavors, one for SAP Retail back end, one for SAP S/4HANA back end

Omnichannel Article Availability and Sourcing CARAB 4.0
Enhancements to Manage Sources App

- Changed from a freestyle app to a standard SAP Fiori Elements app
- Management of draft object instances. Now, a source does not have to be error-free to be saved.
- Source List:
  - New search and filter options
  - Export to spreadsheet
  - Additional information: the sourcing networks to which a source is assigned, as well as the general capacity.
- Source details: The UI for entering general capacities as well as exceptions for specific weekdays or for individual dates has become more user-friendly.
- Additional validations on capacity exception maintenance
- Two app flavors, one for SAP Retail back end, one for SAP S/4HANA back end

Omnichannel Article Availability and Sourcing CARAB 4.0

New Business Objective Building Block: "Apply Rule: As Few Consignments as Fast as Possible (Advanced)"

Apply Rule: As Few Consignments as Fast as Possible (Advanced)

- Checks the availability information for the articles in a cart, for all eligible sources. **It aims at delivering all articles in a cart as fast as possible, while at the same time trying to optimize the number of sources and consignments.** The business objective ensures that articles that are available early are delivered early as well.

- **Different parameters allow finetuning:**
  - **Maximum Number of Consignments:** restrict the amount of consignments
  - **Merging Horizon (Days):** More flexibility as to bundling of multiple availabilities into one consignment.
  - **Sourcing Horizon (Days):** parameter can be used to define an abortion criterion for optimization calculation

Omnichannel Article Availability and Sourcing CARAB 4.0
Trace sourcing information at runtime

After sourcing is set up and used productively, the omnichannel manager wishes to monitor not only the sourcing output (i.e. what was written into the sales orders) but also why a certain sourcing result was found.

- Now it is possible to trace different levels of sourcing information for later analysis. Choose to trace data for different analytical purposes:

  ❖ (1) Shopping Cart Analysis – First Sourcing Health Check
    - Analysis of sourcing relevant KPIs on shopping cart level
    - *What results did sourcing produce? When did it fail?*

  ❖ (2) Deep Dive Sourcing Analytics
    - Analysis of sourcing details
    - *What went on in sourcing in detail? Why did sourcing produce those results?*

- Based on this information, analytical queries can be custom built fitting to your specific requirements.

Omnichannel Article Availability and Sourcing CARAB 4.0
Sourcing Trace: Data Lifecycle Process

- Monitoring for Sourcing (View: /OAA/V_TRC_ACTV)
  - Activation/ de-activation by sales channel
  - Sales org/ distribution channel/ Document type are required to determine the correct orders associated to the sales channel
  - Possibility to activate header (for level 1 analysis) or full trace (for level 2 analysis)

- Deletion of Outdated Sourcing Traces (Report: /OAA/SRC_TRACE_DELETION)
  - By Sales Channel ID, Deletion Period
  - Possibility to keep Header Trace Data

Change View "Enable Monitoring for Sourcing": Overview

Enable Monitoring for Sourcing

Channel ID	Sales Channel Description	Sales Org.	Distr. Chl	SalesDocTy	Level
BARIS	Baris Sales Channel	ORG3	O2	AR	
BLABL	fgfdgfd	RF20	R1	ZTAA	
INTGR	OAA Integr. Test Channel				
INTVD	OAA Integr. Test Vendor Channel				
SELEN	Selenium Test Sales Channel				
STEFA	Test	RH10	CH	AE	

1 Activate Header Trace
2 Activate Full Trace

Program   Edit   Goto   System   Help

Deletion of Outdated Sourcing Traces

Deletion Options

Sales Channel ID

Deletion Period   to

☐ Keep Header Trace Data

Unified Demand Forecast

Unified Demand Forecast CARAB 2.0 FP03

- Enhancements to the Analyze Forecast SAP Fiori App
  - The analyze forecast app now supports additional time series like SO_VDM (daily) and POS_TS (weekly)
- Calculate Time-Dependent Error Variances and Provide them to SAP Forecasting and Replenishment
  - Now it's possible to choose between a specific variance per day or the same variance value for each day for DIFs like holidays, promotions or high season.The results are more accurate service levels and safety amounts.
- Model demand by Product Group and Location Group (Aggregation Profile 0002)
  - Detect DIFs like weather influences at the aggregated level if the signal at product location level would be too weak

Unified Demand Forecast CARAB 2.0 FP03

- Ability to use Price List and other Aggregated Prices

- Enhanced Trade Management Integration

- User-defined Cannibalization

Unified Demand Forecast CARAB 4.0

- Improve the accuracy of your product location forecast based on models from aggregated data
When aggregate data is used to understand historical demand influencing factors, you get a model that is able to capture some aspects of customer demand that aren't visible at the product location level

- Integration scenarios for the Analyze Forecast SAP Fiori App
It helps to do in-depth analyses for trade management scenarios (contains aggregated retail data purchased by the CPG customers from data collection vendors)

- Adjusting Forecasts with New SAP Fiori App
Forecast correction is considered in the result set when providing demand forecast to SAP F&R

- Extension Concept for external Forecast
Ability to import forecast values that were derived from external forecast applications or algorithms into Demand Data Foundation (DDF)=alternative forecast that can be integrated into consuming apps.

Demand Data Foundation

Demand Data Foundation CARAB 2.0 FP03

- Bonus Buy Integration from SAP Retail to DDF

- Cloud Enabled Offer Integration with Hybris Marketing

- Extended Support for SAP Retail Promotions in DDF

- Visualize ERP Promotions and Bonus Buys in PM as read-Only

Demand Data Foundation CARAB 4.0

- Improved accuracy for calculation of distribution curves
  - to consider the sales of product locations where specific product variants were not available in a store
  - to exclude the sales of products that were later returned to the store
  - to exclude the sales of products that were sold at a discounted price
- Find similar products for different use cases
  - Find suitable reference products with SAP Assortment Planning
  - Through generic similar product search in SAP CAR
  - Search based on info like product attributes, product descriptions, hierarchy data befor a product is even sold the first time

- Gabriele Schraft
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