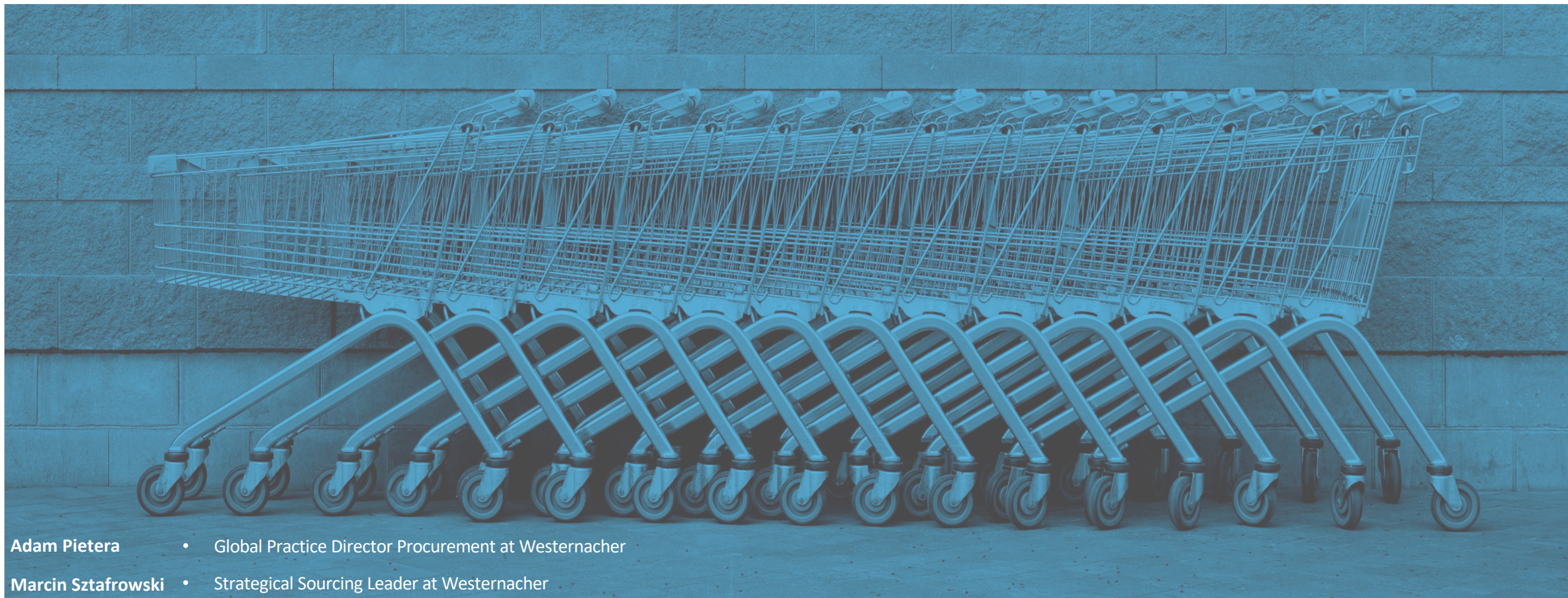


SAP Digital Supplier Network – “Your digital shopping window”



Adam Pietera • Global Practice Director Procurement at Westernacher
Marcin Sztafrowski • Strategical Sourcing Leader at Westernacher

Westernacher Consulting

Digital; "new" is coming

Shaping the future with Westernacher and S/4HANA

Westernacher SAP S/4HANA design, implementation and conversion services – together we realize your business vision. Gain superior performance by running your processes on SAP S/4HANA and optimize your IT environment. We innovate and optimize your core Business Processes with SAP S/4HANA and support your implementation or conversion projects.

Business Process Innovation, Design, Implementation and Migration, Roll Out and Application Management by Westernacher – from reactive to proactive.

DATA ANALYTICS

5 companies, 1 clear path to cloud success: RISE with SAP on Google

Dinesh Varday
Partner Manager, SAP
Strategy and Architecture
March 29, 2022

The practical benefits of migrating SAP systems to the cloud aren't lost on most businesses. Running SAP in the cloud lets companies simplify tasks, scale quickly, and reduce costs. But as a growing number of organizations are discovering, the cloud is more than the sum of improved processes and workflows. It offers unique and powerful ways to transform an enterprise.

That's because the cloud is more than a technology. It's a foundational layer for business and IT transformation. In the best scenario, it unleashes exponential gains that fundamentally change an enterprise. Organizations achieve greater agility and resilience, and they're equipped to innovate and disrupt like never before.

RISE with SAP and Google Cloud sit at the intersection of these possibilities. RISE with SAP helps organizations embark on the cloud migration journey with minimal risk and on their own terms. Together with Google Cloud, it enables a more advanced framework for a move to the cloud. Think of RISE with SAP on Google Cloud as business-transformation-as-a-service.

Companies move their SAP systems to the cloud for very clear and compelling

RISE with SAP on Amazon Web Services

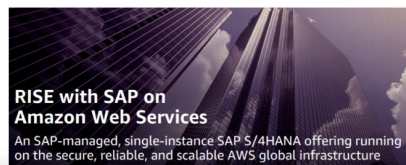
Solution Brief Presented by AWS



Your ERP environment, your choice

Are you looking for a fully managed offering to support your path to SAP S/4HANA? Accelerate your ERP transformation while reducing the cost and complexity of maintenance with RISE with SAP on AWS.

RISE with SAP is an SAP-managed, single-instance S/4HANA offering, available on your choice of hyperscaler. Download this solution brief to learn why more than 5,000 active AWS customers run SAP on AWS and why you should choose AWS for RISE with SAP.



The Digital Supply Chain

The **Digital Supply Chain** is the result of the application of electronic technologies to every aspect of the end to end Supply Chain.

Electronic connectivity is at the heart of the Digital Supply Chain as enabled by a plethora of **enabling, and disruptive, technologies** including:

- [The Internet of Things \(IoT\)](#)
- [End to End Digital Connectivity](#)
- [Cloud Computing](#)
- [Blockchain](#)
- [Big Data](#)
- [Artificial Intelligence](#)
- [Predictive Analytics](#)
- [Machine Learning](#)
- [Virtual Reality](#)
- [Augmented Reality](#)
- [Voice Activated Technology](#)
- [Wearable Devices](#)
- [Control Towers](#)
- [Robotics](#)
- [3D Printing and On Demand, Additive Manufacturing](#)
- [Cyber Security](#)
- [Autonomous Vehicles](#)
- [Drones](#)
- [Software as a Service \(SaaS\)](#)
- and much more

Disruption creates new realities – Transform your digital Business with the SAP Ariba Network

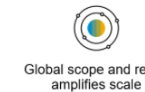
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To redefine how organizations work together

The digital Business is transforming services and the usage of technologies, which has a huge impact on products itself. The disruption in pandemic times is another trigger for companies to transform and digitize their business.

In this faster moving world, where the whole business is happening connected, it is vital to have transparency throughout your whole collaboration with external partners and the integration to their ERP to optimize and automate the relevant procurement and logistics processes.

In the succeeding blog we explain and highlight the benefits of the right Solution. With this Solution – also known as the **Ariba Network** – fully in a digitized way and redefine how work gets done. We sum up the Network and report how it fits into the big picture of the SAP strategy Enterprise.



Industry 4.0 and the fourth industrial revolution explained

Industry 4.0 is the **digital transformation** of manufacturing/production and related industries and value creation processes.

INDUSTRY 4.0 - the digital transformation

3rd platform, innovation accelerators, OT and manufacturing meet in transformation



A digital business network is a community of business partners that work together to satisfy customer demand.

In contrast to a supply chain that provides sequential links, the term **digital business network** acknowledges the complexity of today's global business and connects all constituents – suppliers, manufacturers, and logistics partners together – and enables two-way, three-way, and multi-party communications. The traditional supply chain model has severe limitations as the sequential order does not allow real time information to be shared across all of the constituents. This creates problems such as the "bullwhip effect," and requires excess inventory at every step of the supply chain to buffer the lack of visibility.

One Network's Perspective on Digital Business Networks

One Network provides a **multi-party business network** with thousands of member companies that facilitates a community of business partners to share information, conduct business, and collaborate in real-time to satisfy customer demand. One Network facilitates business communications with a hub-to-hub network model, versus a hub-and-spoke model or point-to-point solution. A network-based approach enables companies to leverage a single version of the truth and share real-time data across all parties. In turn, all the companies on the network become more agile and can respond more quickly and efficiently to satisfy customer demand.

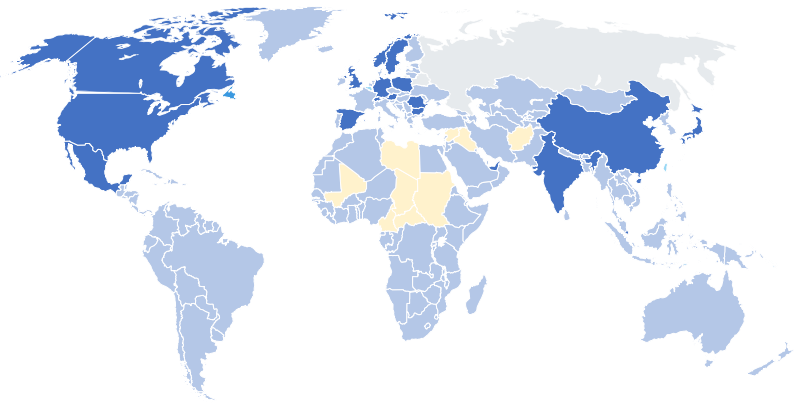
Digital Business Networks Resources

Westernacher Consulting

Leading in digital supply chain



Westernacher
NONSTOP INNOVATION



750+

Experts



S/4HANA
pioneer

€84M

Revenue



1st in
EWM

100%

Employee-
owned



TM
Pioneer

52+

Years of
innovation



1st in Yard
Logistics

25+

Years as an
SAP partner



Planning
pioneer

Net 0

Carbon
neutral

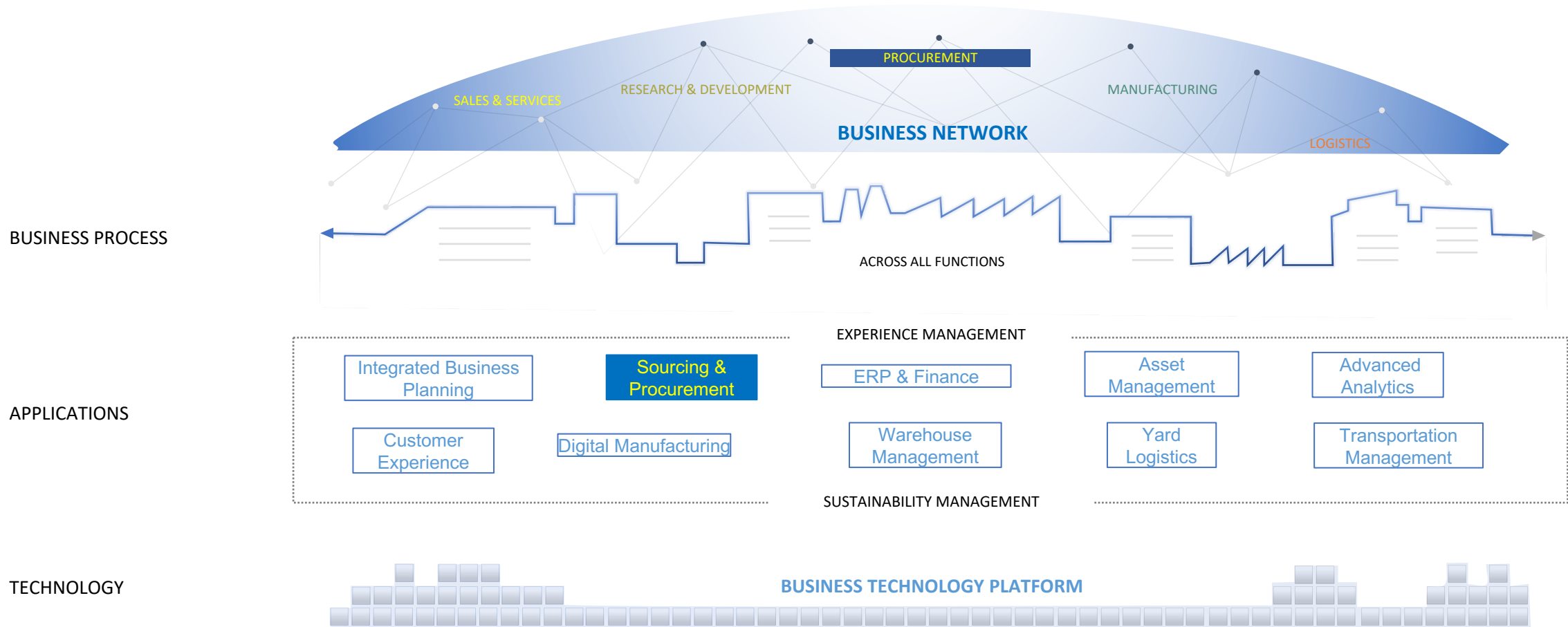


Analytics, IoT &
Manufacturing
cloud innovations



Westernacher Consulting

A key component of an Intelligent Enterprise



SAP ARIBA a part of Intelligent Spend

Digital S2P process

SAP Business Network
Supplier Network [SN]



ECC

S/4HANA

Each ERP

SAP Ariba + SAP Business Network

The differentiator for SAP ERP Digital Core!



Westernacher
NONSTOP INNOVATION



SAP ARIBA

Sourcing

- Supplier Discovery
- Run RFIs, RFP, Auctions
- Standardize Sourcing Processes & Best Practices

Contracts

- Repository
- Authoring
- Workflow
- Electronic Signature

Supplier Management

- Supplier Onboarding
- Supplier Qualification
- Risk & Performance Management
- Qualtrics Supplier Experience*

Catalogs & Guided Buying

- Requisitioning
- Enforce Policies & Procedures
- Invoice Routing & Approval
- Services Procurement

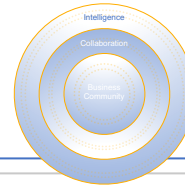
Invoice Management

- Invoice Routing & Approval
- OCR tools (App Store)

Supply Chain

- Extended supply chain collaboration plus add-ons e.g., Quality, Forecast with IBP

SAP Business Network



- E-collaboration for orders and invoices [SN]
- Discounts & Payments [SN]
- Logistics [Logistics Business Network]
- E-collaboration for Supply Chain [SCC]

SAP S4 / HANA

DIGITAL
CORE

Inventory Management Interco Stock, Stock Movements Material Valuation MRP Production Planning/ PP-DS Manufacturing Execution Quality Management Plant Maintenance S4 Sourcing and Procurement and ECC-based MM-PUR Finance and Cost Accounting

SAP Ariba + SAP Business Network

Customer benefits



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NONSTOP INNOVATION



Source



- Better sourcing decisions with spend analysis
- Best value agreements for sustainable savings
- Minimized risk, accelerated contract lifecycles

Procure



- Reduced cost, ensured compliance
- Guided buying for employees
- Easy transaction with suppliers over network

Pay



- Automation from invoice capture through approval
- Payment visibility for suppliers
- Improved cash flow and working capital mgmt

SAP Business Network at a glance

Crucial part of SAP Business Network

SAP Business Network

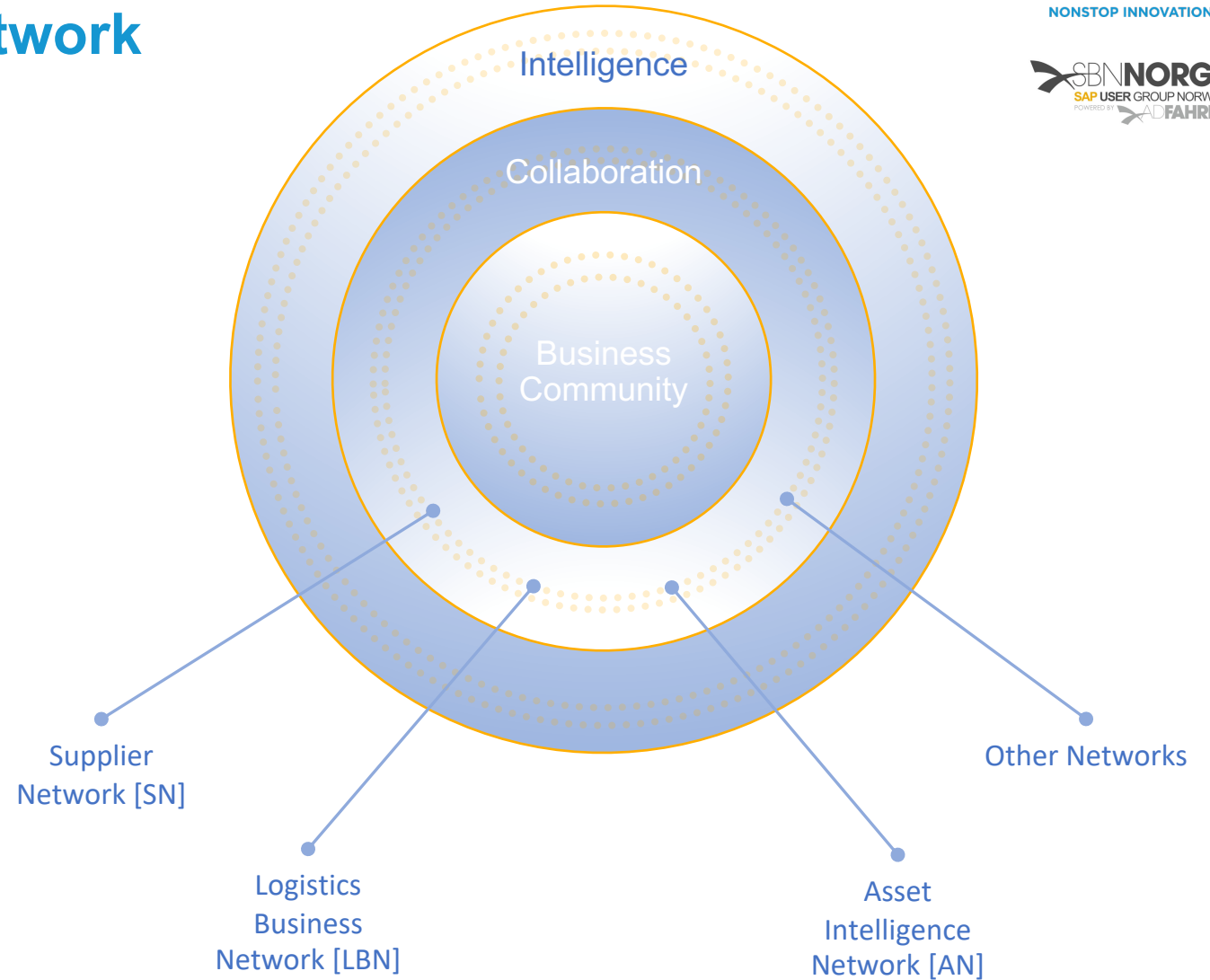
Creating a unified, collaborative, and intelligent network that delivers:

A global network of partners to better meet your business needs.

Network-wide process orchestration that redefines collaboration.

Integrated intelligence to deliver predictability.

One platform to easily connect with SAP and third-party networks.



Network?

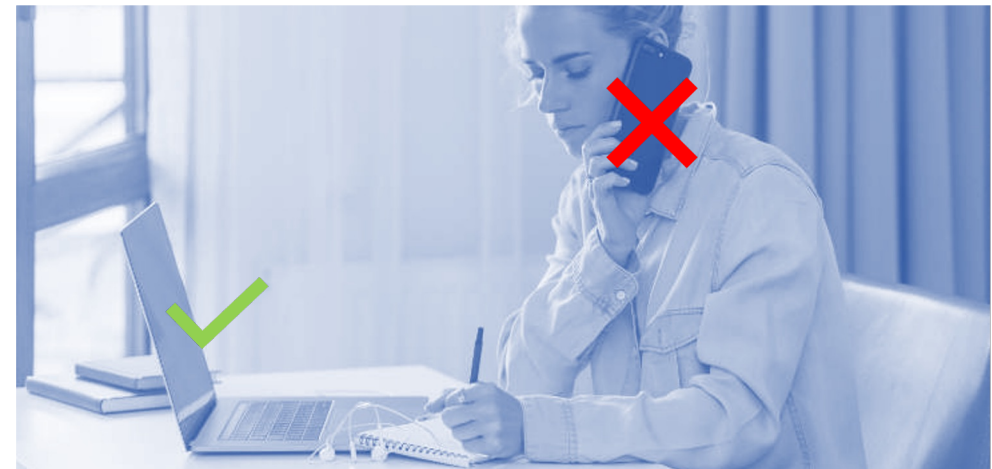
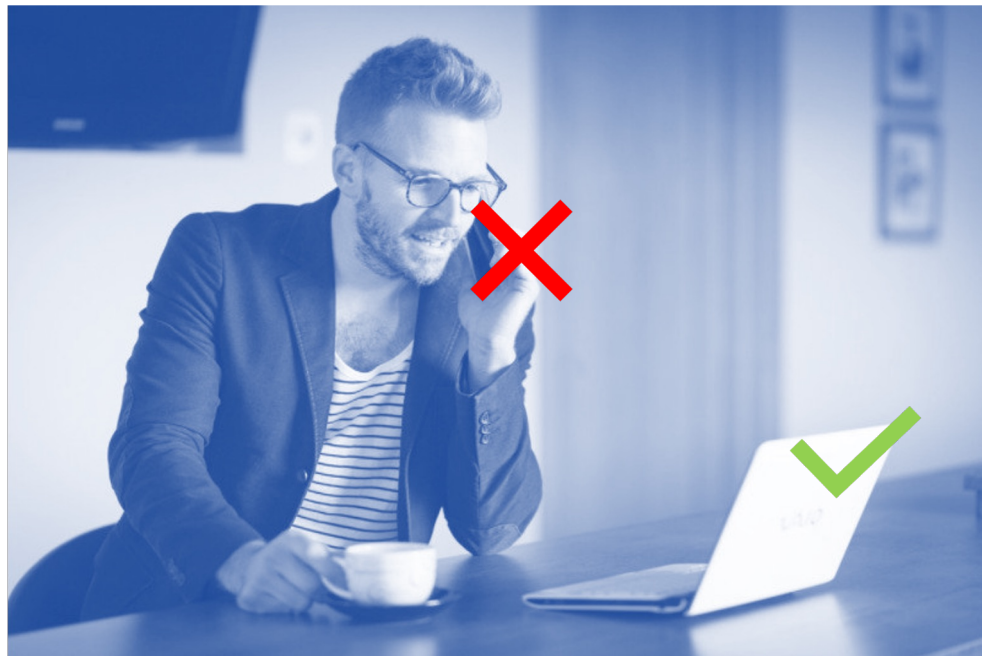
What's new in that?



Selling ERP without a connection to the SAP Business Network, is like the best Smart Phone in the world...

...without a SIM card.

Supplier



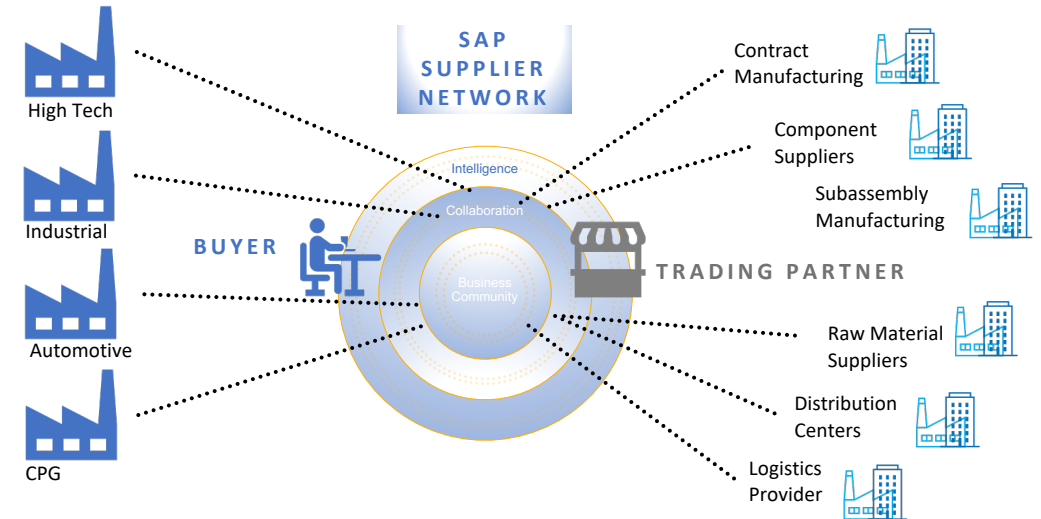
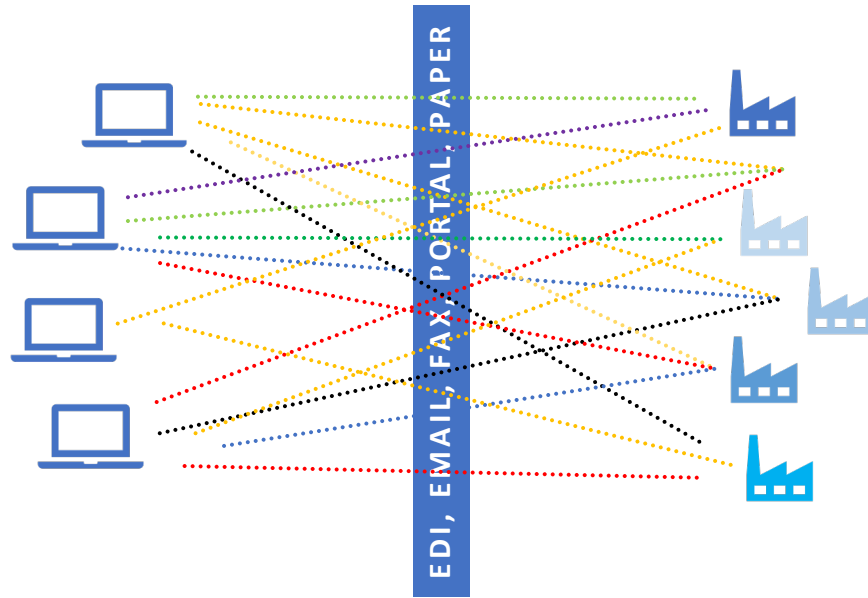
Buyer

SAP Supplier Network [SN] at a glance

Supporting trading partner collaboration



Westernacher
NONSTOP INNOVATION



POINT-TO-POINT MODEL

Processes customized per trading partner	EDI formats and connectivity standards
No aggregated data content	Low adoption rate, low value, high cost of CM
Minimal non-repeatable business logic	

NETWORK MODEL

1-time connect for trading partners	Standardized processes across trading partners
Multiple connectivity options with 70+ business documents	Configurable rules and business logic
Community intelligence and insights	High adoption rate, high value, low or no costs

Orders and Releases ▼All customers ▼Exact match ▼

Order number



Overview

Getting started

1

Enablement Tasks

52

Orders

Last 14 days

0

Orders

Last 7 days

103

Invoices

Last 31 days

42

Items to confirm

IBD Customer

...

19

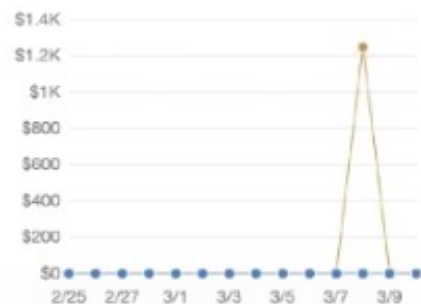
More

My widgets

All customers ▼

Customize

Purchase orders

Last 14 days ▼\$1.25^K
USD
■ Avante Scien...
 ■ IBD Inc
 ■ PartnerTestBu...

Invoice aging

\$0
USD
■ Sent
 ■ Rejected
 ■ Approved

Company profile



Complete your company profile to increase your chances of being discovered by new buyers.

[Complete profile →](#)

My leads

[View all](#)

RFI - 我要寻找离子色谱仪、红外光谱、变流仪

 \$100K -
\$500K
USD

MATCHED: 4%

DUE: Mar 12, 2021

RFI - I am looking for any programs, contracts, or...

 \$500K -
\$1,000K
USD

MATCHED: 1.4%

DUE: Mar 15, 2021

RFI - I'm looking for Suture

 \$100K -
\$500K
USD

MATCHED: 100%

DUE: Mar 17, 2021

Benchmarking: On-time Payment Rate

Last 12 months ▼All industries ▼

SAP Ariba Supplier Financing

Your selected offer:

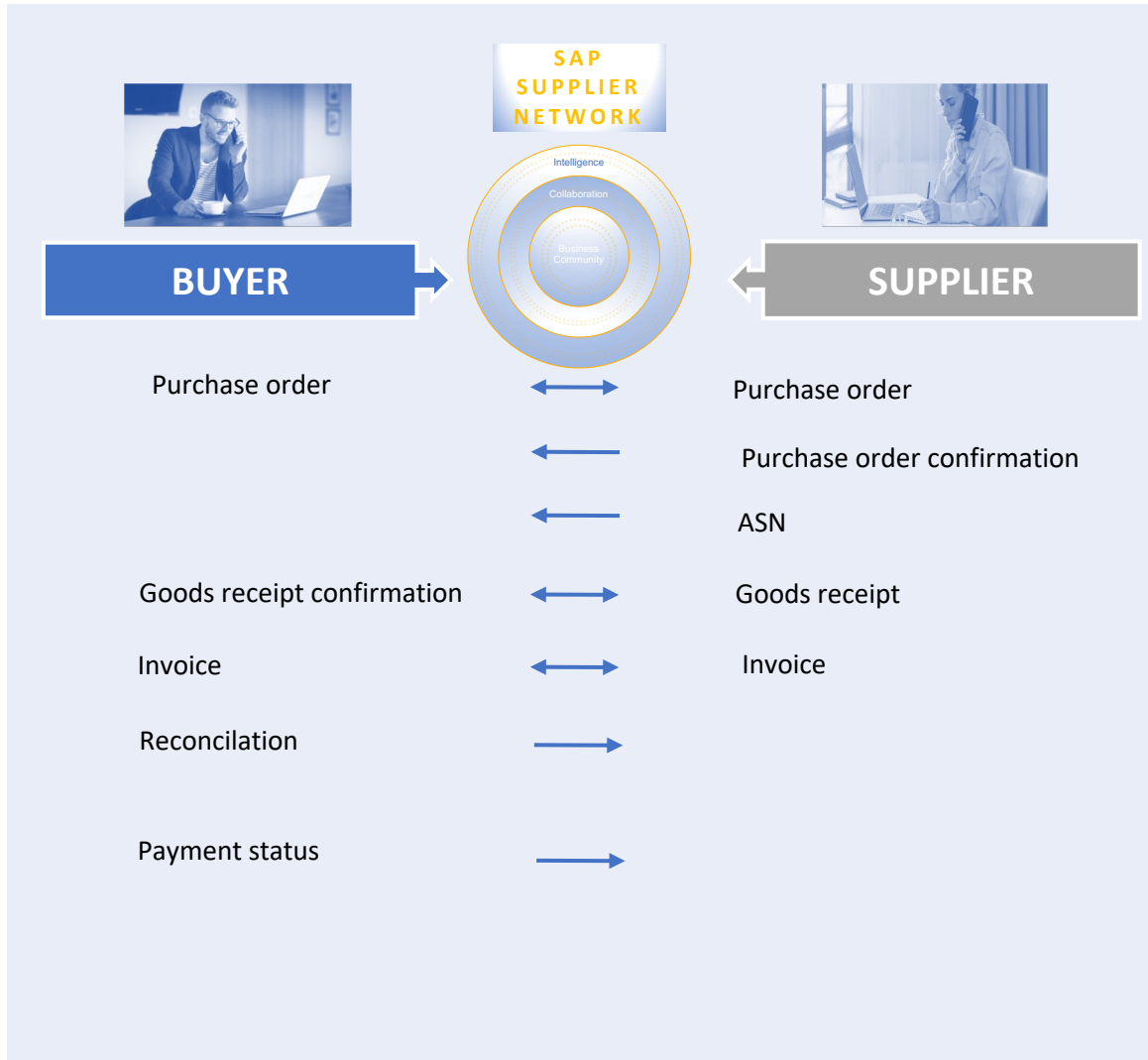
Application gateway

CIG



SAP Supplier Network [SN]

The basics of intelligent invoicing



- ✓ **World's largest network of trading partners**
- ✓ **End-to-end process orchestration to validate and enforce compliance**
- ✓ **Multiple connectivity options to address all trading partners in a single network**
- ✓ **Collaboration simplicity with a many-to-many integration approach**
- ✓ **Network intelligence, data, and insights to reduce supply chain risk**
- ✓ **Scan+OCR or PDF, cXML output, EDI**

Manage exceptions

98

Forecast exceptions

- 65 Commit shortages
- 20 Decommits
- 13 Missing commits

56

PO confirmation exceptions

- 25 Commit shortages
- 21 Decommits
- 10 Missing commits

24

Action needed

- 15 Order confirmation approvals due
- 9 Quality approvals due

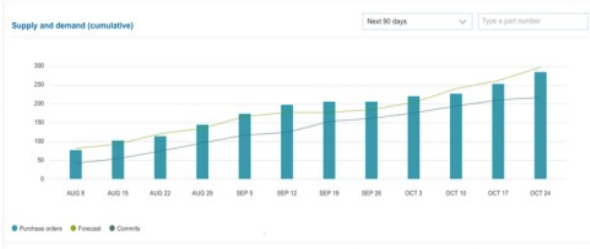
Business and performance overview

Open order status

Unconfirmed, new PO	67
Confirmed, within tolerance	142
Confirmed, out of tolerance	76
Unconfirmed, overdue	54

Shipment status (confirmed open orders)

In transit, on time	145
In transit, expected late	45
Not shipped, overdue	12



Procurement Overview Page

Supplier: Material: Material Group: Purchasing Category: Plant: Purchasing Group: Purch. Organization: Ariba PANA

Contract Monitoring

Sorted by consumption, value to date, and target value

- Patent Breaks Inc. 2.0K USD 88.9%
- Electronics Supply Inc. 8.0K USD 51.8%
- Trexco Electricals 2.0K USD 8.9%

Supplier Performance Monitoring

Last 365 Days

Urgent Purchase Requisition Items - Unsecured

Sorted by delivery date and value

- DVD Player 1000284110 Today 190.9 FC 3.14 USD
- DVD Player 10000252110 Today 1.9 FC 11.2 USD
- RN12/PD Repellent/Manuf 10000281110 Today 126.9 FC 138.9 USD

Supplier Evaluation Trend

Last 365 Days

Overdue Purchase Order Items

Sorted by overdue days and value

- Novo Electronics 132Days 1.9 FC 410000014113
- Domesic US Supplier 1 91Days 190.9 FC 450000009113
- Electronics Supply Inc. 82Days

Purchasing Spend by Material Group

Last 365 Days

Trading Materials: 717.4K EUR

Services: 152.3K EUR

Unshipped Goods

Purchasing Spend Trend

Last 365 Days

SAP Ariba Sourcing

HOME VISIBILITY SOURCING MEER

Sourcing Project: Search using Title, ID, or any other term

Common Actions

- Create Sourcing Project
- Supplier Research Posting
- Knowledge Project
- Analytical Report
- Meer
- Manage Supplier Knowledge
- Sourcing Library

Event Status

Supplier Approvals

My Tasks

0 Completed Tasks

Expiring Contracts

Notifications

From: Subject: Received

No items

Sourcing Productivity

Event Status (Last 12 months)

	RFP	RFP	Auction	Survey	Forward Auction
Draft	43	152	18	80	2
Preview	0	7	0	0	0
Open	1	6	4	4	0
Pending Selection	16	105	36	0	2
Completed	9	90	24	118	2

Procurement Overview Page

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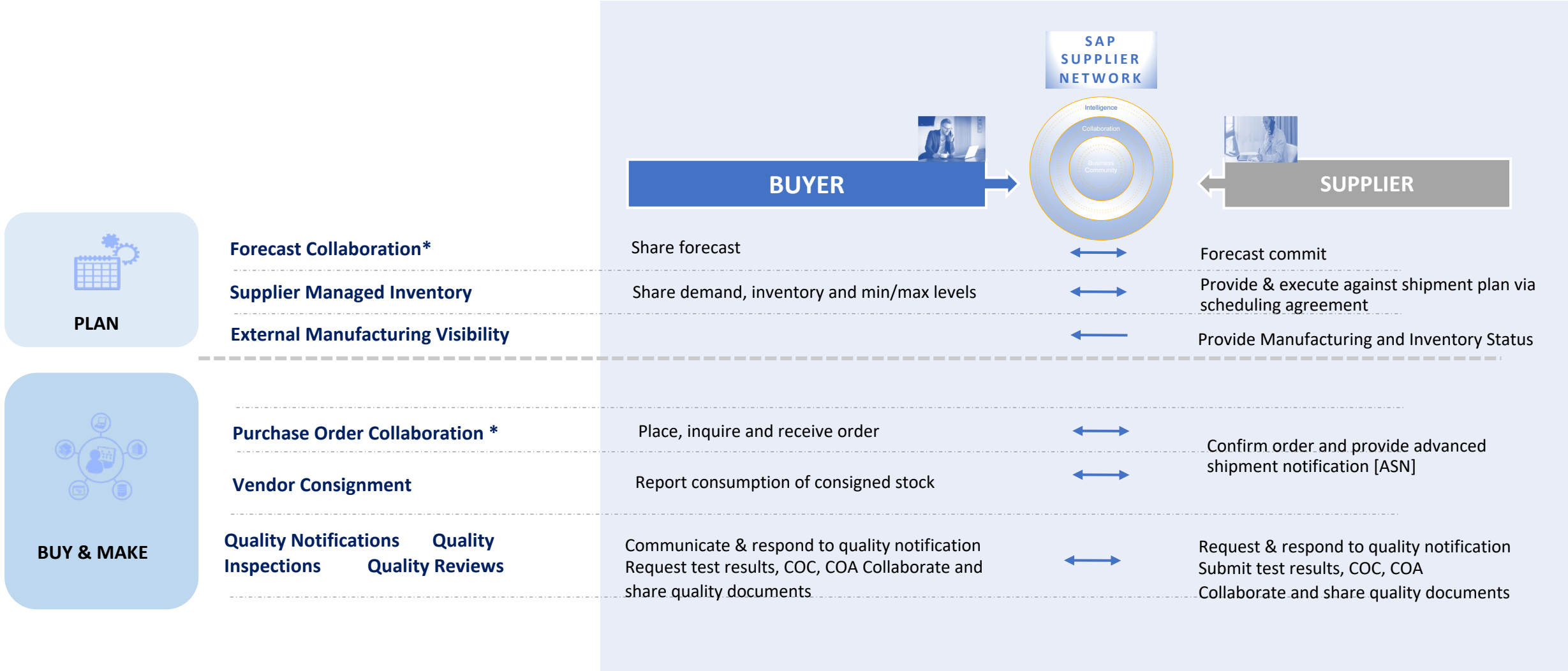
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Last 365 Days

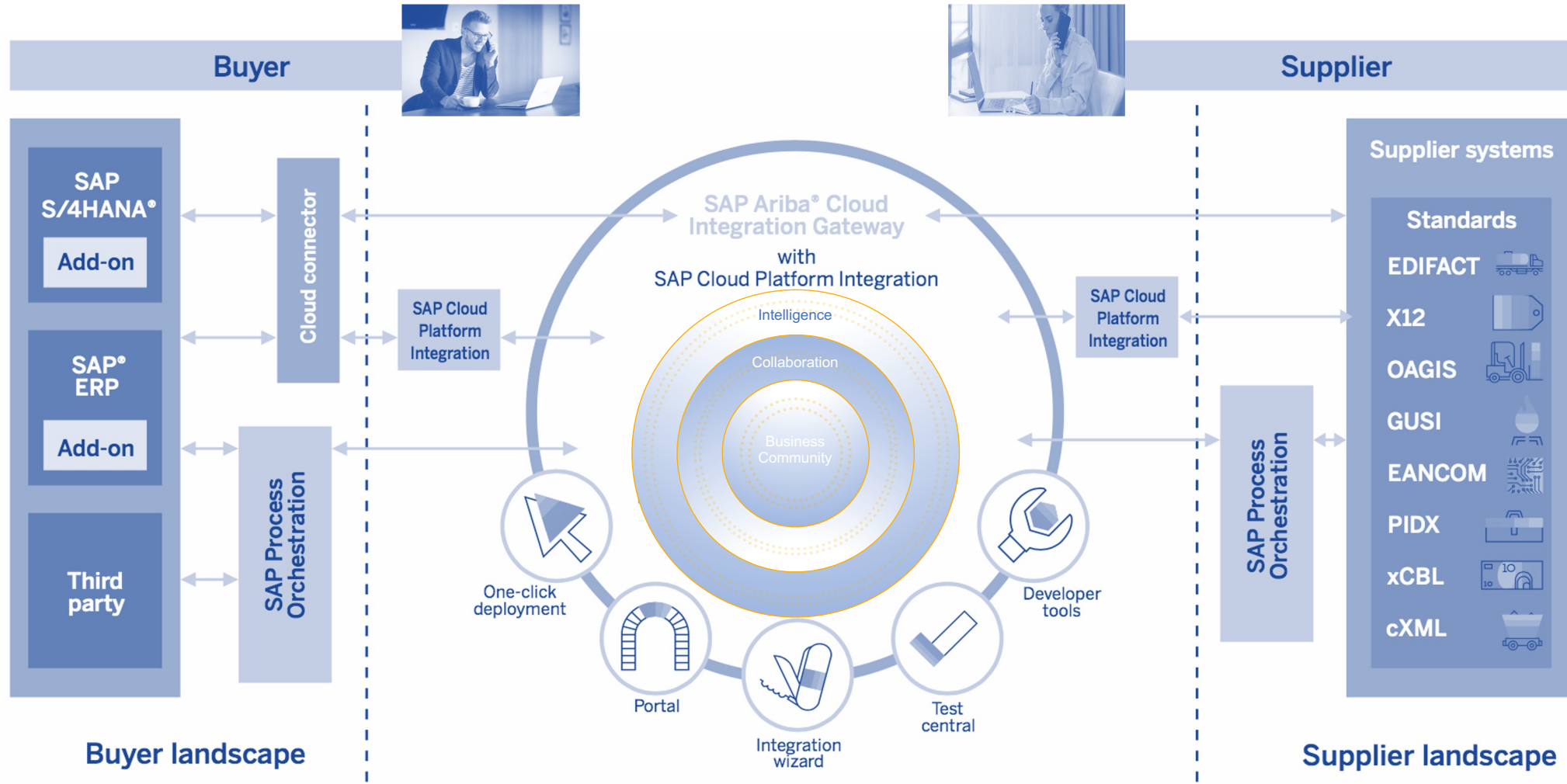
SAP Supplier Network [SN]

Buyer & Supplier interaction



SAP Supplier Network [SN]

Integration overview





SAP DSN

Basic Collaboration

Indirect Spend

- Entry Level , Fixed Scope
- Single ERP system
- < 200K document collaboration
- Strategic Supplier base
- Implemented by a partner

Graduate to multiple spend categories or a global region.

Snap (Guided) Buying Basic Collaboration + Guided Buying

Indirect Spend

- Entry Level , Fixed Scope
- Single ERP system
- Intuitive shopping experience
- ERP & App-based document collaboration

Upgrade to a consumer-grade shopping experience.

Commerce Automation

Standard Collaboration

Indirect Spend

- Unlimited document collaboration
- Unlimited Suppliers base (Strategic to Operational)
- Multiple ERP Systems
- SAP provided supplier enablement activities
- Standard Supplier Collaboration for Indirect Materials including PO, ASN, Invoice, Payment, etc.

Extend to your entire global purchasing on indirect goods & services.

&/or Collaborate with key suppliers on direct materials and components that go into the finished goods you produce.

Supply Chain Collaboration

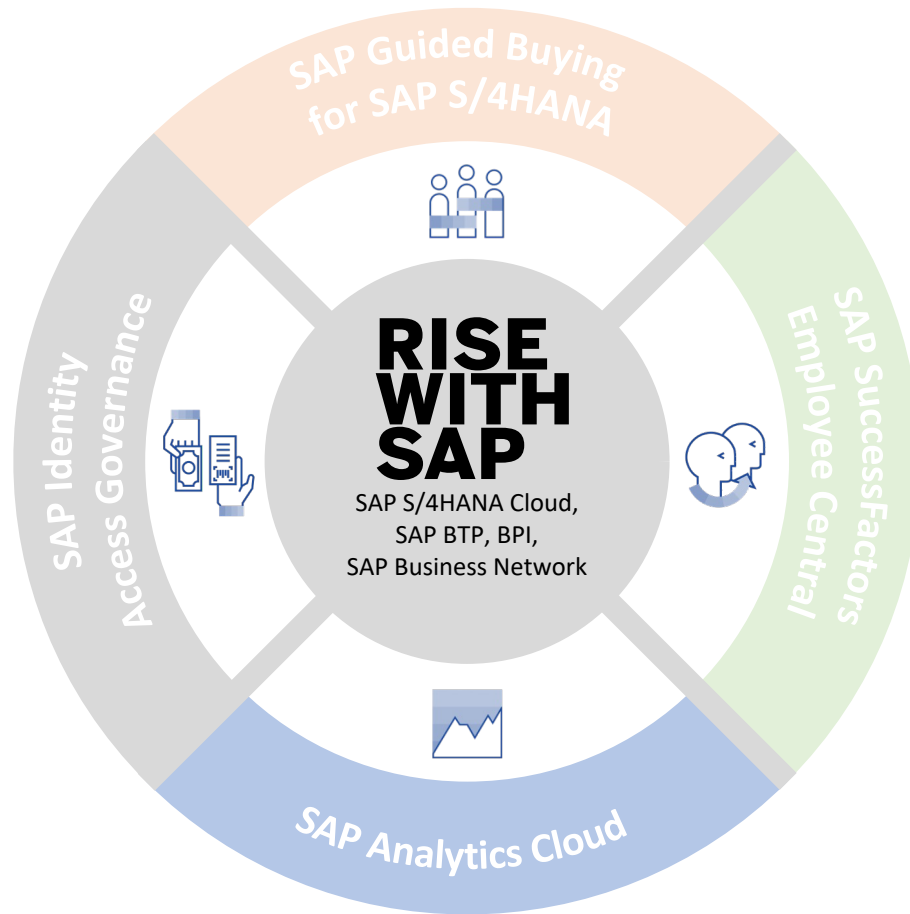
Extended Collaboration





Direct Spend

- Unlimited document collaboration
- Unlimited Suppliers base (Strategic to Operational)
- Multiple ERP Systems
- SAP provided supplier enablement activities
- Advanced supply chain collaboration to support direct procurement and supply chain channels e.g. Collaboration on Forecast, Inventory, Contract MFG, Quality, SMI, Multi-Tier, Exception Mgt, Handling Units, Exception Mgt. Supply Chain Monitor for Buyer/Planner.

Westernacher Consulting for Modular Cloud ERP

Rise with SAP



 <p>TOOLS & SERVICES</p> <p>Embedded Services & Tools:</p> <ul style="list-style-type: none"> • Readiness Check • Custom Code Migration App • Learning Hub 	 <p>SAP BUSINESS PROCESS INTELLIGENCE Discovery Reports</p> <ul style="list-style-type: none"> • Identify and implement business process improvements through process analysis • Process Discovery opportunities through Free Online One Time Report • Receive tailored Recommendation
 <p>SAP BUSINESS TECHNOLOGY PLATFORM Platform Services</p> <p>Cloud Platform Enterprise Agreement Credits (CPEA)</p> <ul style="list-style-type: none"> • For Public Cloud: min 2k annual credit value, max cap 16K, computed as 1% of annual net public cloud value • For Private Cloud: min 4k annual credit value, max cap 16K, computed as 1% of annual net private cloud value 	 <p>SAP BUSINESS NETWORK Starter Pack*</p> <p>Ariba Network</p> <ul style="list-style-type: none"> • Included: 2,000 documents <p>Asset Intelligence Network:</p> <ul style="list-style-type: none"> • Included: 200 equipment, 2 connections, and 10 partner portal invitees <p>Logistics Business Network:</p> <ul style="list-style-type: none"> • Included: 1000 documents and either (a) 1 Logistics Service Provider and one digital forwarder or (b) 2 Logistics Service Providers

*SAP BTP and Network Starter Pack Accelerator packages are delivered provided customers do not already have the same already licensed

**Takk for din
oppmerksomhet**

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