xSuite
It's simple. It's digital.

26. april 2022

SAPSA Impuls Conference

KALK - From patchwork handling of processes to automation engine for receiving customer orders

This is us

Asunción Ruiz-Valdepeñas García

SAP Logistics &
FI Team Manager
at ALK in Spain

José Manuel Lema Herreros

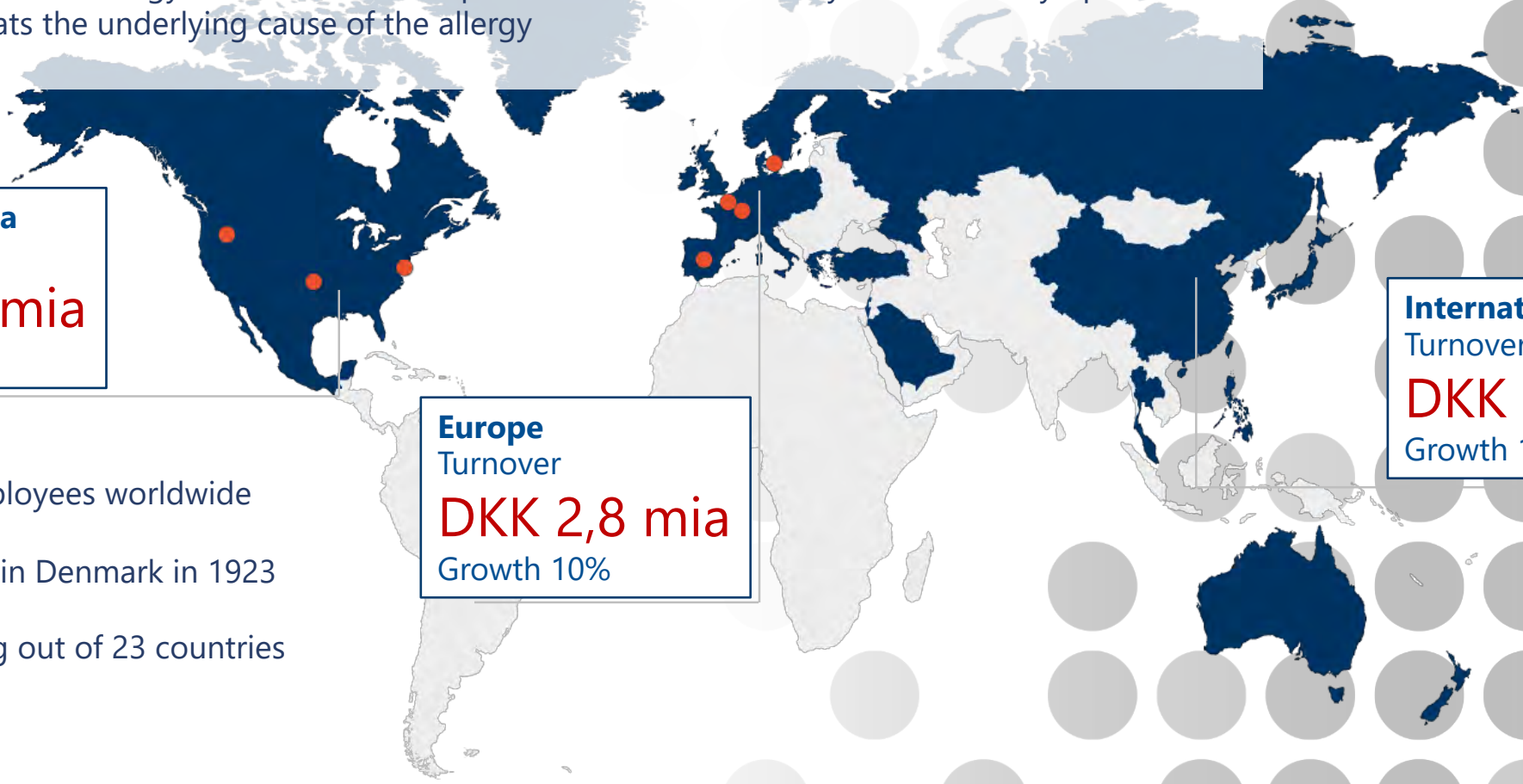
SAP Logistics
Consultant
at ALK in Spain

Bo Bærentsen

Business Manager
Nordic
at xSuite Nordic

Company facts

Danish pharmaceutical company and world leader in allergy immunotherapy
ALK specializes in allergy vaccination - a unique treatment that not only reduces the symptoms, but also treats the underlying cause of the allergy



North America
Turnover
DKK 0,7 mia
Growth 23%

Europe
Turnover
DKK 2,8 mia
Growth 10%

International Markets
Turnover
DKK 0,4 mia
Growth 15%

- 2500 Employees worldwide
- Founded in Denmark in 1923
- Operating out of 23 countries

AGENDA

Bo Bærentsen – How xSuite solution integrate with ALK core business

1

AGENDA

Bo Bærentsen – How xSuite solution integrate with ALK core business

1

Asunción Ruiz-Valdepeñas García & **José Manuel Lema Herreros**

- How all ALK SAP processes have become fully SAP integrated

2

AGENDA

Bo Bærentsen – How xSuite solution integrate with ALK core business

1

Asunción Ruiz-Valdepeñas García & **José Manuel Lema Herreros**

- How all ALK SAP processes have become fully SAP integrated
- How ALK has optimized document lead times and increased cashflow

2

AGENDA

Bo Bærentsen – How xSuite solution integrate with ALK core business

1

Asunción Ruiz-Valdepeñas García & José Manuel Lema Herreros

2

- How all ALK SAP processes have become fully SAP integrated
- How ALK has optimized document lead times and increased cashflow
- How Alk has optimized monitoring, reporting and workflow administration

AGENDA

Bo Bærentsen – How xSuite solution integrate with ALK core business

1

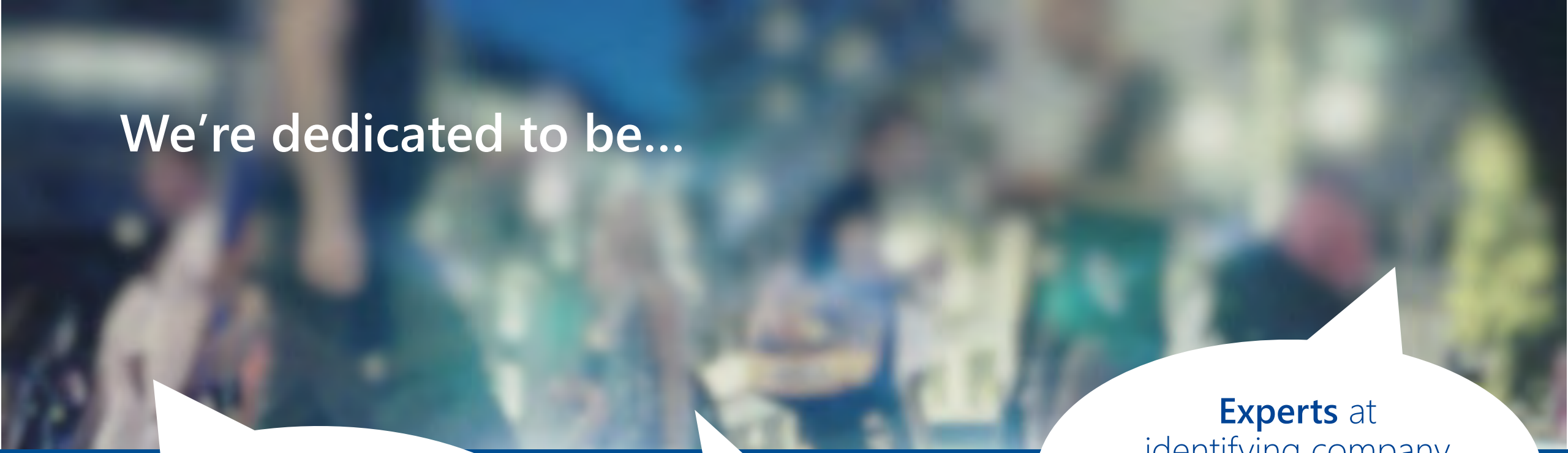
Asunción Ruiz-Valdepeñas García & **José Manuel Lema Herreros**

- How all ALK SAP processes have become fully SAP integrated
- How ALK has optimized document lead times and increased cashflow
- How Alk has optimized monitoring, reporting and workflow administration

2

Q & A

3



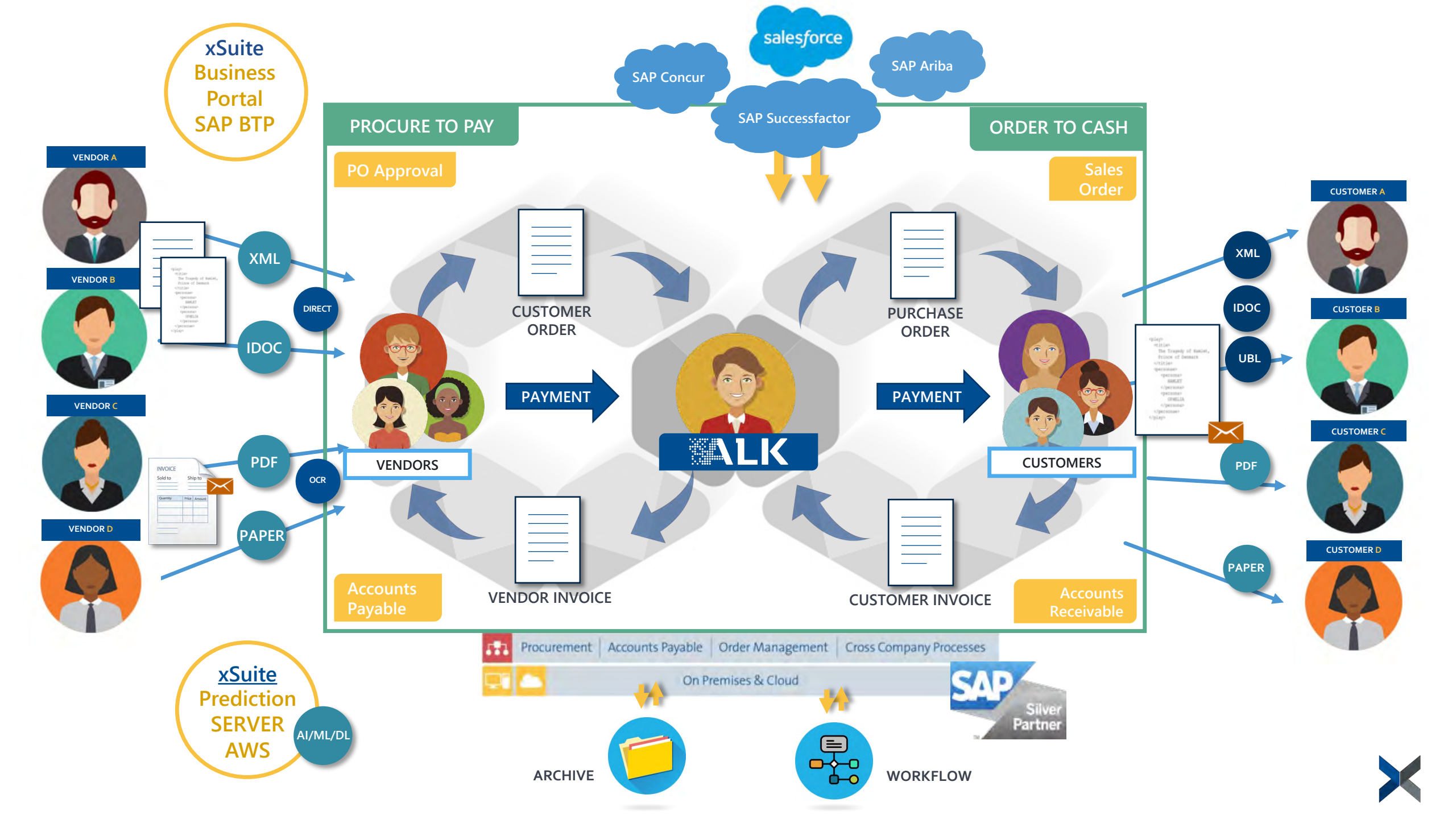
We’re dedicated to be…

Trusted advisors
enabling digital transparency
and reducing complexity
– in the heart
of your business

Digital ninja’s
in process optimization and
document handling

Experts at
identifying company
pain-points and determine
the right actions

HOW do we do that?…


xSuite Business Portal SAP BTP
salesforce
SAP Concur
SAP Ariba
SAP Successfactor
PROCURE TO PAY
ORDER TO CASH
PO Approval
Sales Order
VENDOR A
VENDOR B
VENDOR C
VENDOR D
XML
DIRECT
IDOC
PDF
OCR
PAPER
CUSTOMER ORDER
PURCHASE ORDER
PAYMENT
PAYMENT
VENDORS
ALK
CUSTOMERS
VENDOR INVOICE
CUSTOMER INVOICE
Accounts Payable
Accounts Receivable
CUSTOMER A
CUSTOER B
CUSTOMER C
CUSTOMER D
XML
IDOC
UBL
PDF
PAPER
Procurement
Accounts Payable
Order Management
Cross Company Processes
On Premises & Cloud
SAP Silver Partner
xSuite Prediction SERVER AWS
AI/ML/DL
ARCHIVE
WORKFLOW

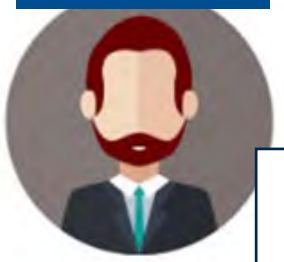
Portal

PROCURE TO PAY

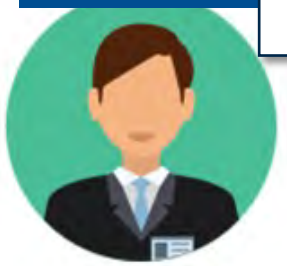
SAP Successfactor

PO Approval

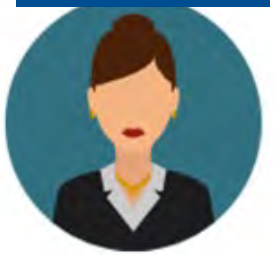
VENDOR A



VENDOR B



VENDOR C



VENDOR D

XML

DIRECT

IDOC

PDF

OCR

PAPER

YOUR VENDORS

CUSTOMER ORDER

PAYMENT

YOUR COMPANY

VENDOR INVOICE

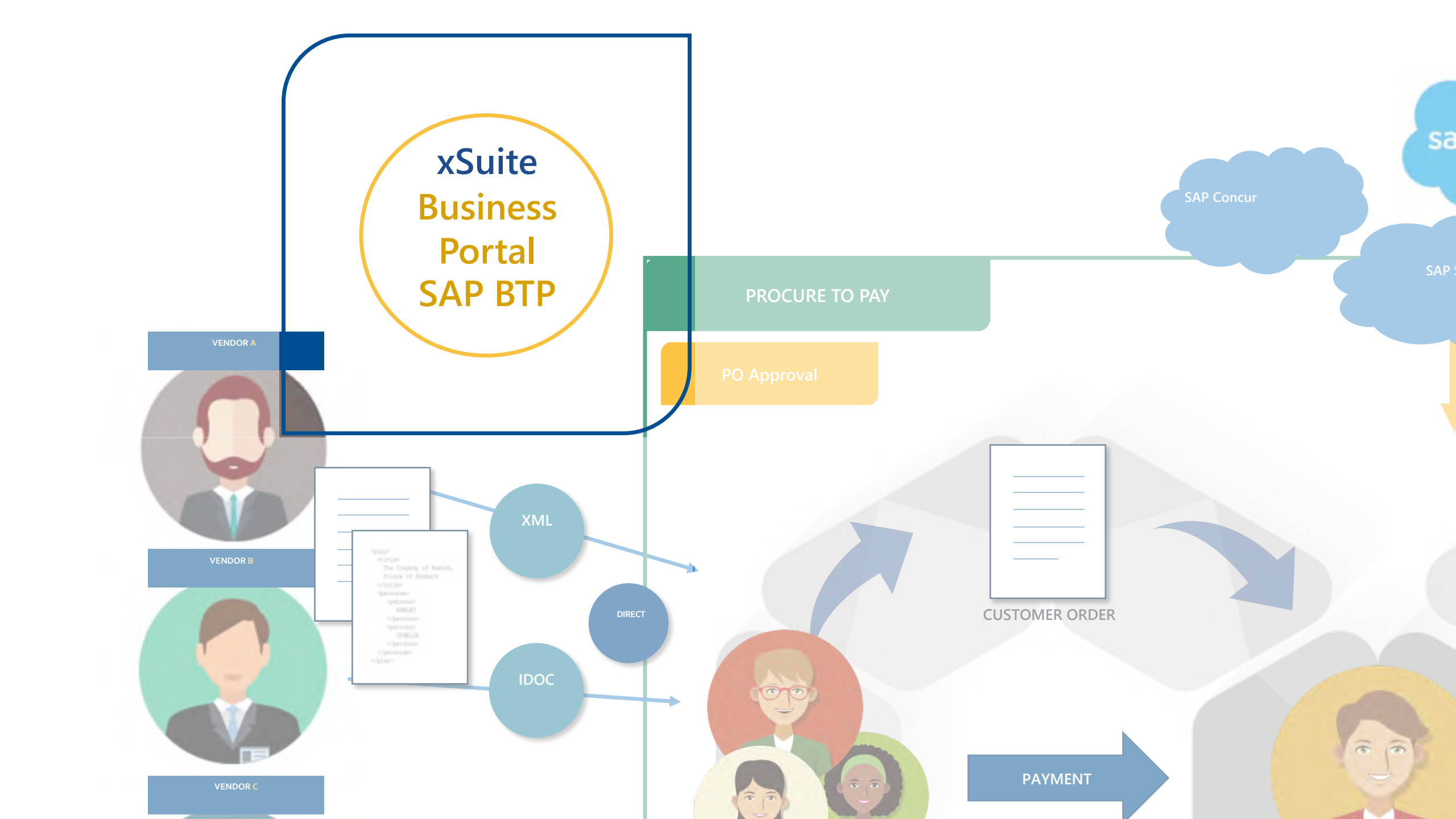
PURC
ORI

PAYI

CUSTOMER

Accounts Payable

Procurement | Accounts Payable | Order Management | Cross Compan


xSuite
Business
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SAP BTP
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PROCURE TO PAY
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VENDOR A
VENDOR B
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XML
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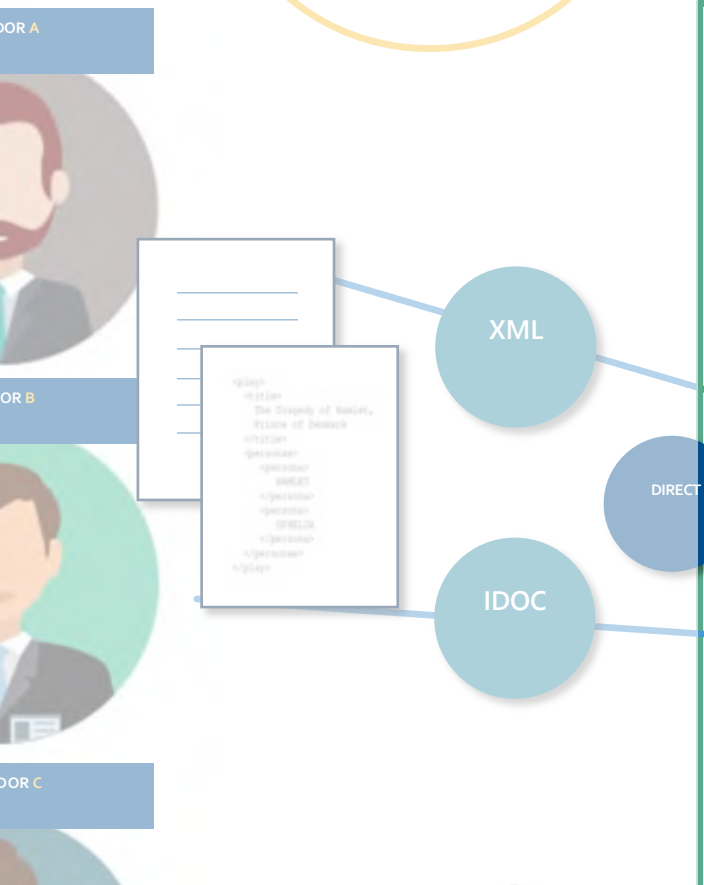
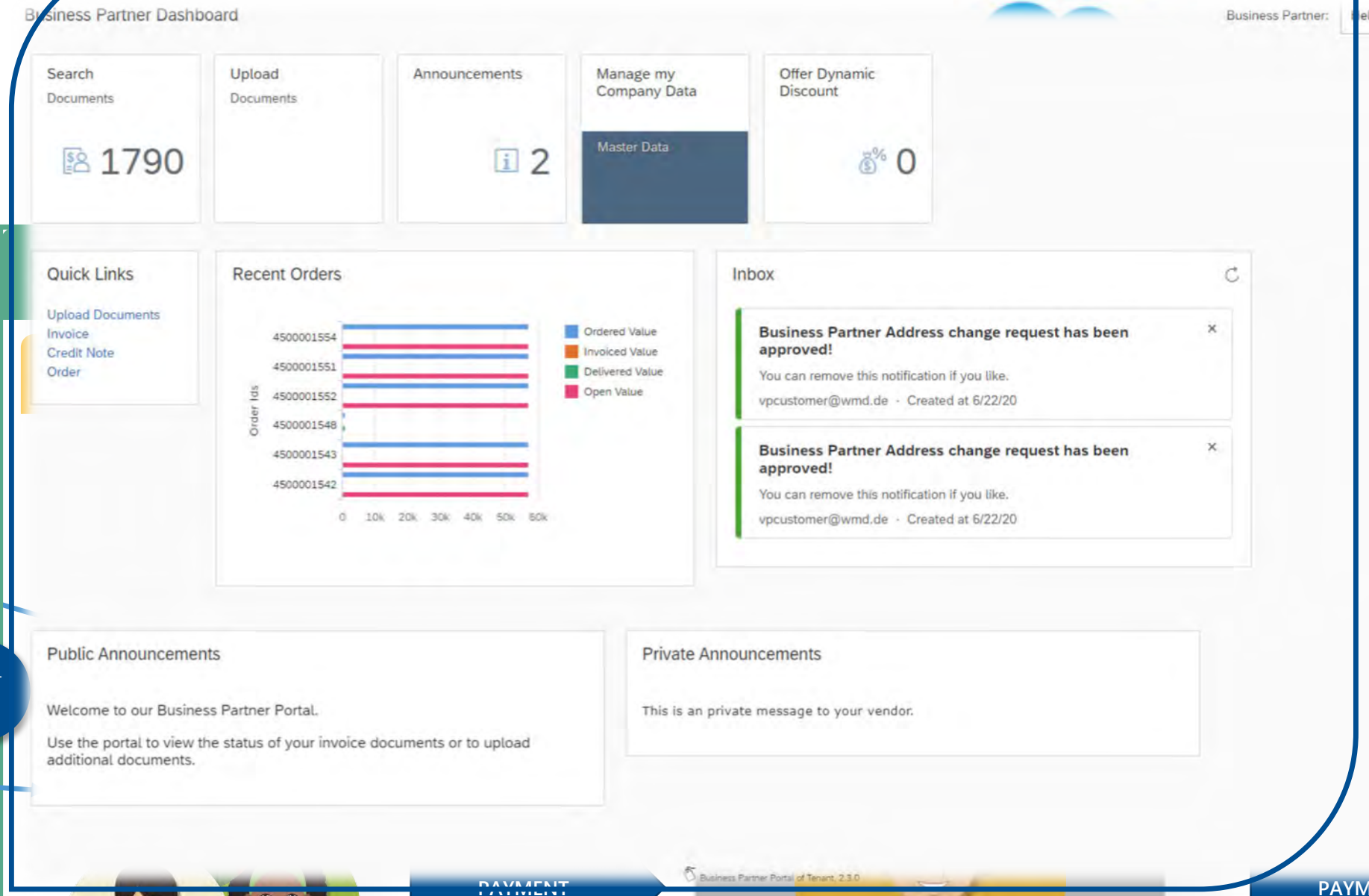
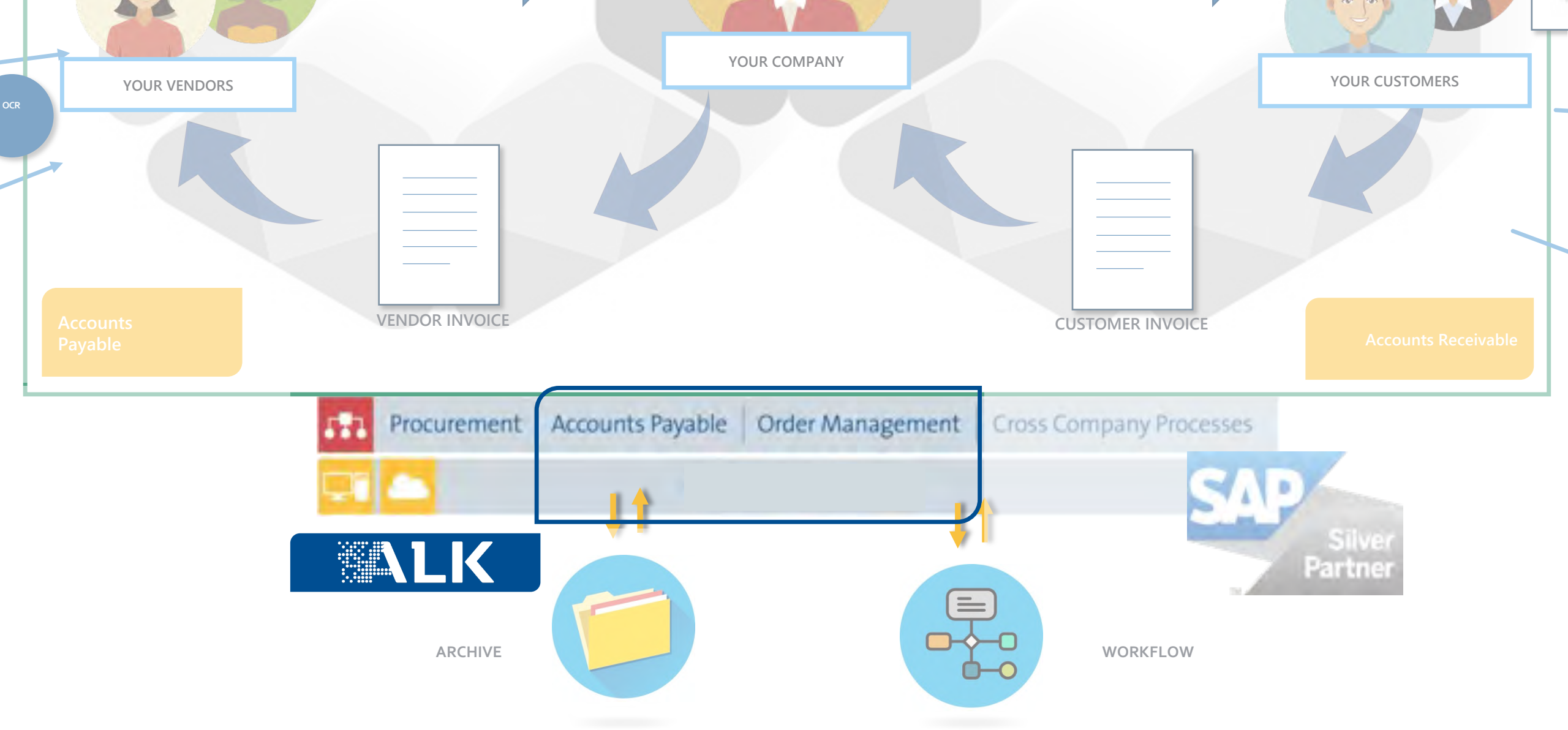
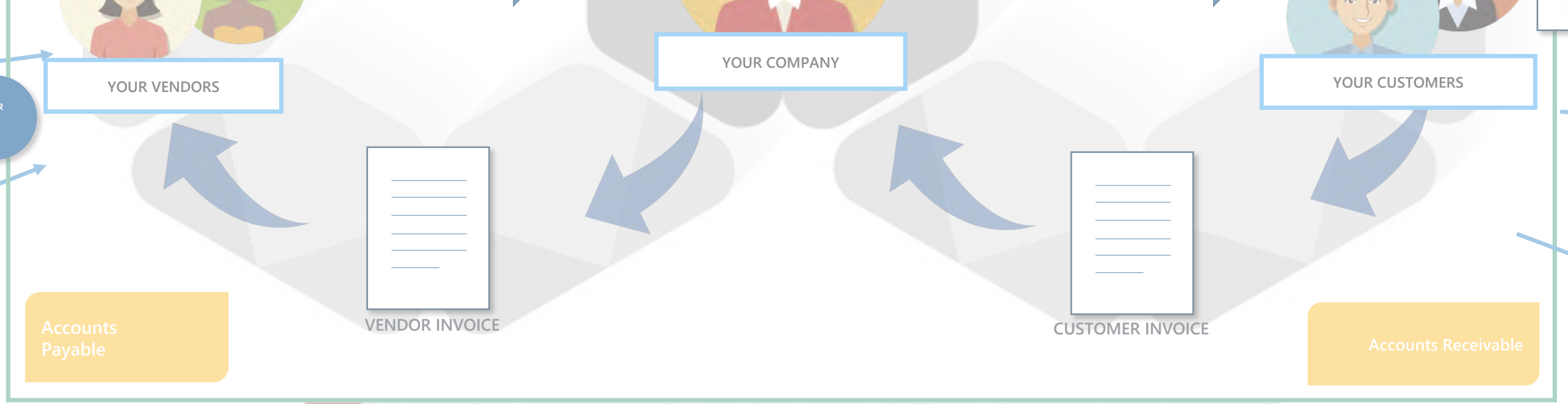
IDOC
CUSTOMER ORDER
PAYMENT

xSuite Business Portal SAP BTP






OCR
YOUR VENDORS
YOUR COMPANY
YOUR CUSTOMERS
VENDOR INVOICE
CUSTOMER INVOICE
Accounts Payable
Accounts Receivable
Procurement
Accounts Payable
Order Management
Cross Company Processes
SALK
SAP Silver Partner
ARCHIVE
WORKFLOW



Procurement | Accounts Payable | Order Management | Cross Company Processes

On Premises & Cloud

SAP Silver Partner

ARCHIVE

WORKFLOW

ALK

OCR
YOUR VENDORS
YOUR COMPANY
YOUR CUSTOMERS
VENDOR INVOICE
CUSTOMER INVOICE
Accounts Payable
Accounts Receivable
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On Premises & Cloud
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SAP
Silver Partner
ALK

PAY

SAP Successfactor

ORDER TO CASH

Sales Order

CUSTOMER ORDER

PURCHASE ORDER

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PAYMENT

YOUR COMPANY

YOUR CUSTOMERS

VENDOR INVOICE

CUSTOMER INVOICE

Accounts Receivable

XML

IDOC

UBL

PDF

PAPER

CUSTOMER A

CUSTOER B

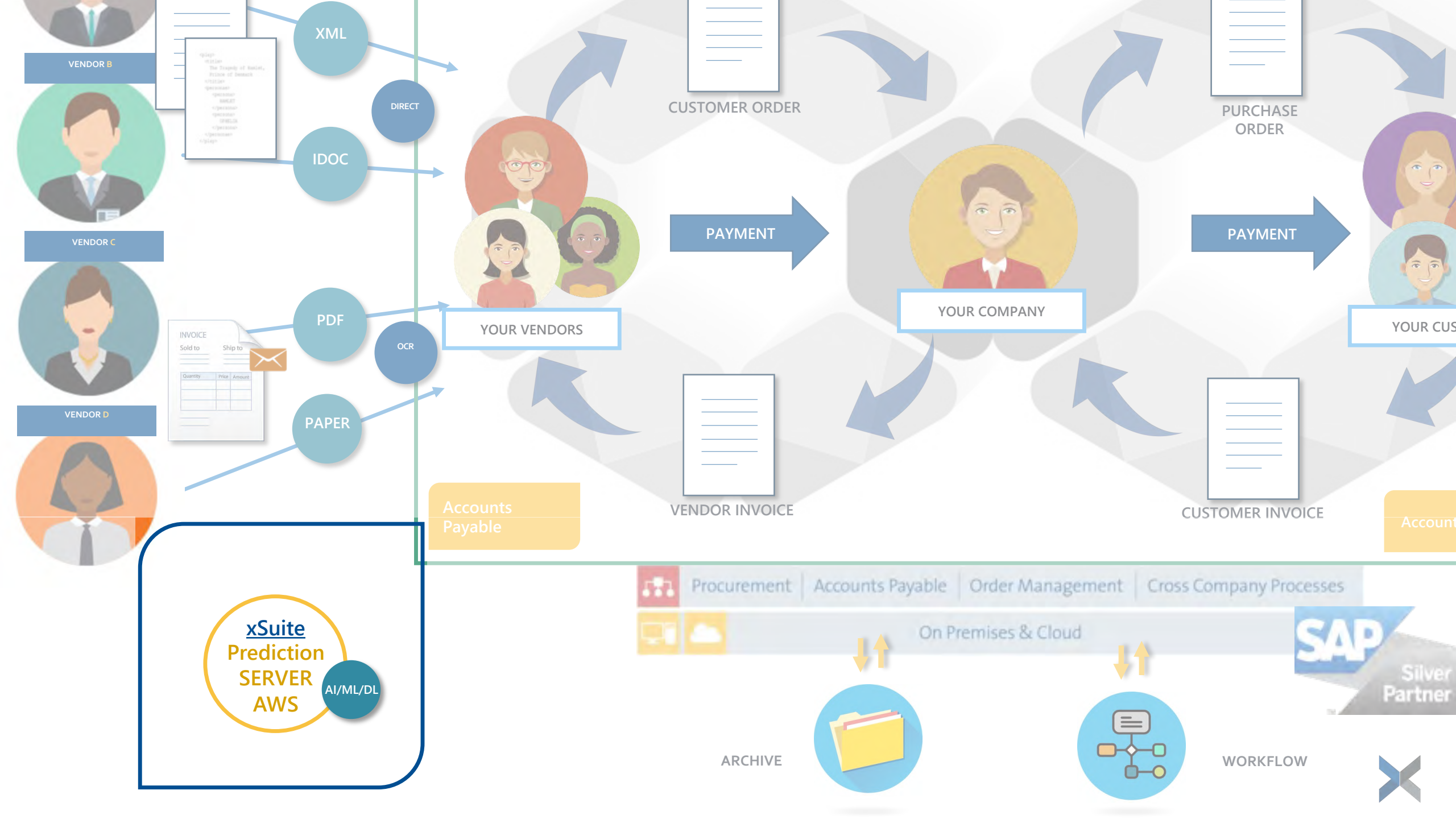
CUSTOMER C

CUSTOMER D

Procurement | Accounts Payable | Order Management | Cross Company Processes

On Premises & Cloud

SAP


VENDOR B
VENDOR C
VENDOR D
XML
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PDF
OCR
PAPER
INVOICE
Sold to
Ship to
Quantity
Price
Amount
YOUR VENDORS
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YOUR COMPANY
PURCHASE ORDER
PAYMENT
YOUR CUS
VENDOR INVOICE
CUSTOMER INVOICE
Accounts Payable
Account
xSuite
Prediction
SERVER
AWS
AI/ML/DL
Procurement
Accounts Payable
Order Management
Cross Company Processes
On Premises & Cloud
SAP
Silver Partner
ARCHIVE
WORKFLOW

Ongoing SAP Development & Certification Process

We are certified for S/4 HANA Cloud Private Edition and recertified for S/4HANA on-prem and S/4HANA Cloud Extended Edition. We're certified for all S/4HANA operating models besides S/4HANA Cloud (Public Cloud)

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the interface software for the product **xSuite Business Solutions Cube 5.2** of the company **xSuite Group GmbH** has been certified for deployment on SAP ERP 6.0 EhP8 via the SAP integration scenario **ABAP Add-On Deployment for SAP Enterprise Resource Planning.**

This certificate confirms the technical compliance of **xSuite Business Solutions Cube 5.2** with SAP certification procedures.

The certification test is documented in report no. **18224** and expires on **June 22, 2024.**

SAP Test System: SAP ERP 6.0 EhP8
Used Integration Tools: SAP Connector for Microsoft .NET

The certification is listed on the SAP Certified Solutions Directory: sap.com/csd.

Certified Functions:

Assign Software Component and Namespace
Package Add-On using SAP Add-On Assembly Kit
Deploy using SAP Add-On Installation Tool (SAINT)
Integration with SAP Enterprise Resource Planning
Technical Uninstallation Test
SAP Solution Manager Ready functionality

Christoph Claus
Walldorf, June 22, 2021

SAP® Certified
Integration with SAP NetWeaver®

THE BEST RUN SAP

SAP certification focuses on technical integration with SAP solutions. Vendor is responsible for the product itself, its error-free operation, and adherence to applicable laws.

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the product **xSuite Archive Prism WebDAV 1.0 for SAP ILM** of the company **xSuite Group GmbH** has been certified for integration with / deployment on SAP S/4HANA 2021 via the SAP integration scenario **S/4-BC-ILM 1.0.**

This certificate confirms the technical compliance of **xSuite Archive Prism WebDAV 1.0 for SAP ILM** with
SAP certification procedures.

The certification test is documented in report no. **19572** and expires on **March 16, 2025**

SAP Test System: SAP S/4HANA 2021

Certified Functions:

WebDAV Storage interface, Server functionality
WebDAV Storage Interface LOAD Test performed

Holger Kunitz
Walldorf, March 16, 2022

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Integration with SAP S/4HANA®

THE BEST RUN SAP

SAP certification focuses on technical integration with SAP solutions. Vendor is responsible for the product itself, its error-free operation, and adherence to applicable laws.

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the interface software for the product **xSuite Business Solutions Cube 5.2** of the company **xSuite Group GmbH** has been certified for deployment on **SAP S/4HANA Cloud, extended edition** via the SAP integration scenario for ABAP Add-On Deployment.

This certificate confirms the technical compliance of **xSuite Business Solutions Cube 5.2** with SAP certification procedures.

The certification test is documented in report no. **19935** and expires on **January 7, 2025.**

SAP Test System: SAP S/4HANA 2021
Used Integration Tools: SAP Connector for Microsoft .NET 3.0

The certification is listed on the SAP Certified Solutions Directory: sap.com/csd.

Certified Functions:

ABAP Add-On Deployment
Security Code Scan using SAP CVA*
Cloud Operational Requirements
Cloud Technical Requirements
Technical Uninstallation Test
SAP Solution Manager Ready functionality

Christoph Claus
Walldorf, January 7, 2022

SAP® Certified
Integration with SAP S/4HANA® Cloud

THE BEST RUN SAP

SAP certification focuses on technical integration with SAP solutions. Vendor is responsible for the product itself, its error-free operation, and adherence to applicable laws.
*CVA [SAP NetWeaver Application Server, add-on for code vulnerability analysis]: Uses static analysis techniques to discover potentially exploitable flaws. Due to the nature of software security testing, the lack of discoverable flaws does not mean the software is 100% secure. Vendor is solely responsible for fixing and maintaining the solution.

Certificate
SAP INTEGRATION CERTIFICATION

SAP SE hereby confirms that the interface software for the product **xSuite Business Solutions Cube 5.2** of the company **xSuite Group GmbH** has been certified for deployment on SAP S/4HANA 2021 via the SAP integration scenario **ABAP Add-On Deployment for SAP S/4HANA**.

This certificate confirms the technical compliance of **xSuite Business Solutions Cube 5.2** with SAP certification procedures.

The certification test is documented in report no. **19936** and expires on **January 7, 2025.**

SAP Test System: SAP S/4HANA 2021
Used Integration Tools: SAP Connector for Microsoft .NET 3.0

The certification is listed on the SAP Certified Solutions Directory: sap.com/csd.

Certified Functions:

Assign Software Component and Namespace
Package Add-On using SAP Add-On Assembly Kit
Deploy using SAP Add-On Installation Tool (SAINT)
Integrate with SAP S/4HANA 2021
Technical Uninstallation Test
SAP Solution Manager Ready functionality
Compatible with SAP S/4HANA Cloud, private edition
Works with RISE with SAP

Christoph Claus
Walldorf, January 7, 2022

SAP® Certified
Integration with SAP S/4HANA®

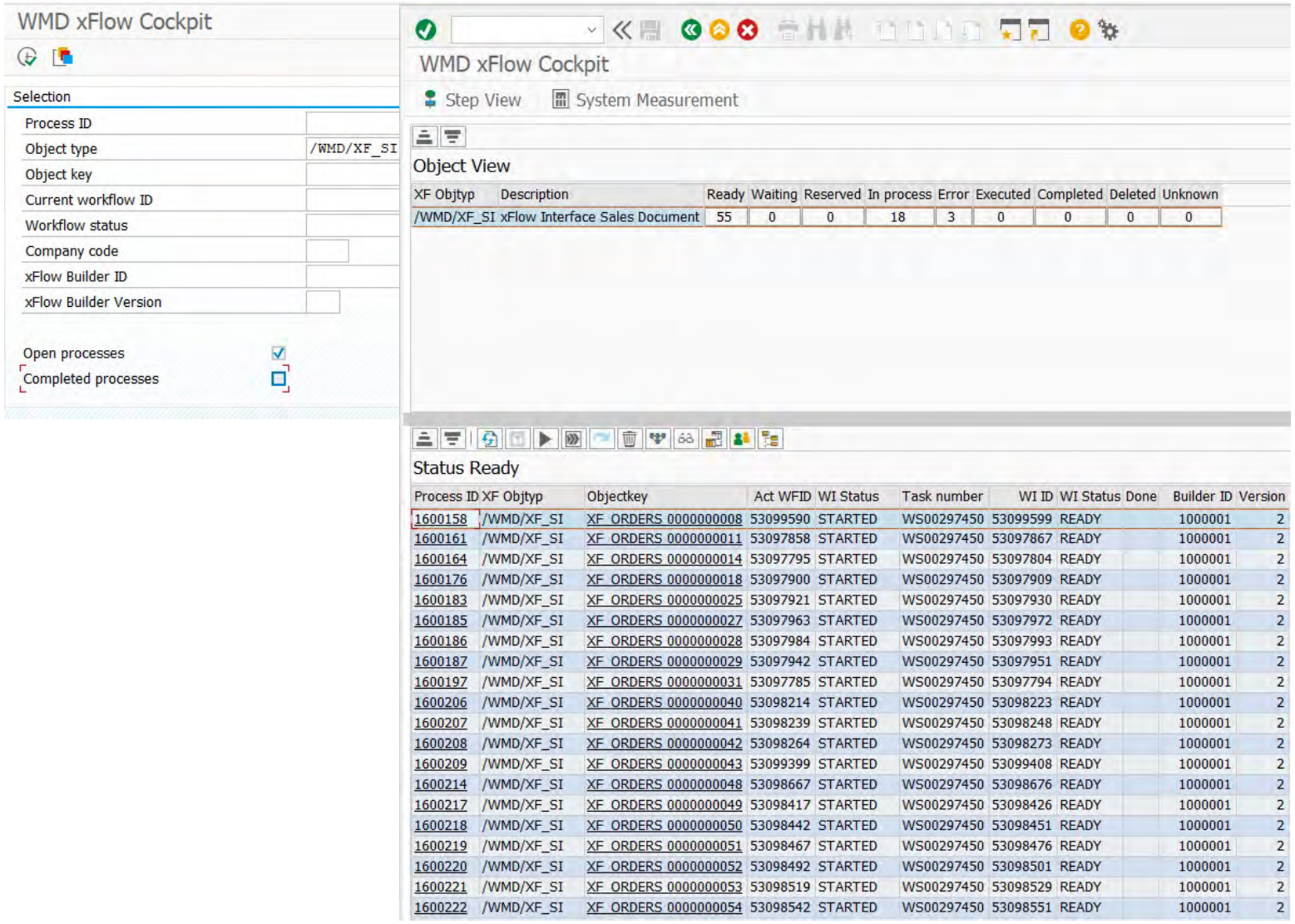
THE BEST RUN SAP

SAP certification focuses on technical integration with SAP solutions. Vendor is responsible for the product itself, its error-free operation, and adherence to applicable laws.

How all business processes in ALK became fully SAP integrated

> *We're able to use the same technology for processing invoices along with documents from other departments such as purchasing or sales orders*
>
> *José Manuel Lema Herreros, SAP Logistics Consultant at ALK*

/WMD/XF_BC_ADMIN - xFlow analyse report - Cockpit



- This report is an administration tool for workflows and can be handled by Super users or IT
- The same report is used for the invoice solution

Business Process Automation

in ALK

xSuite Invoice

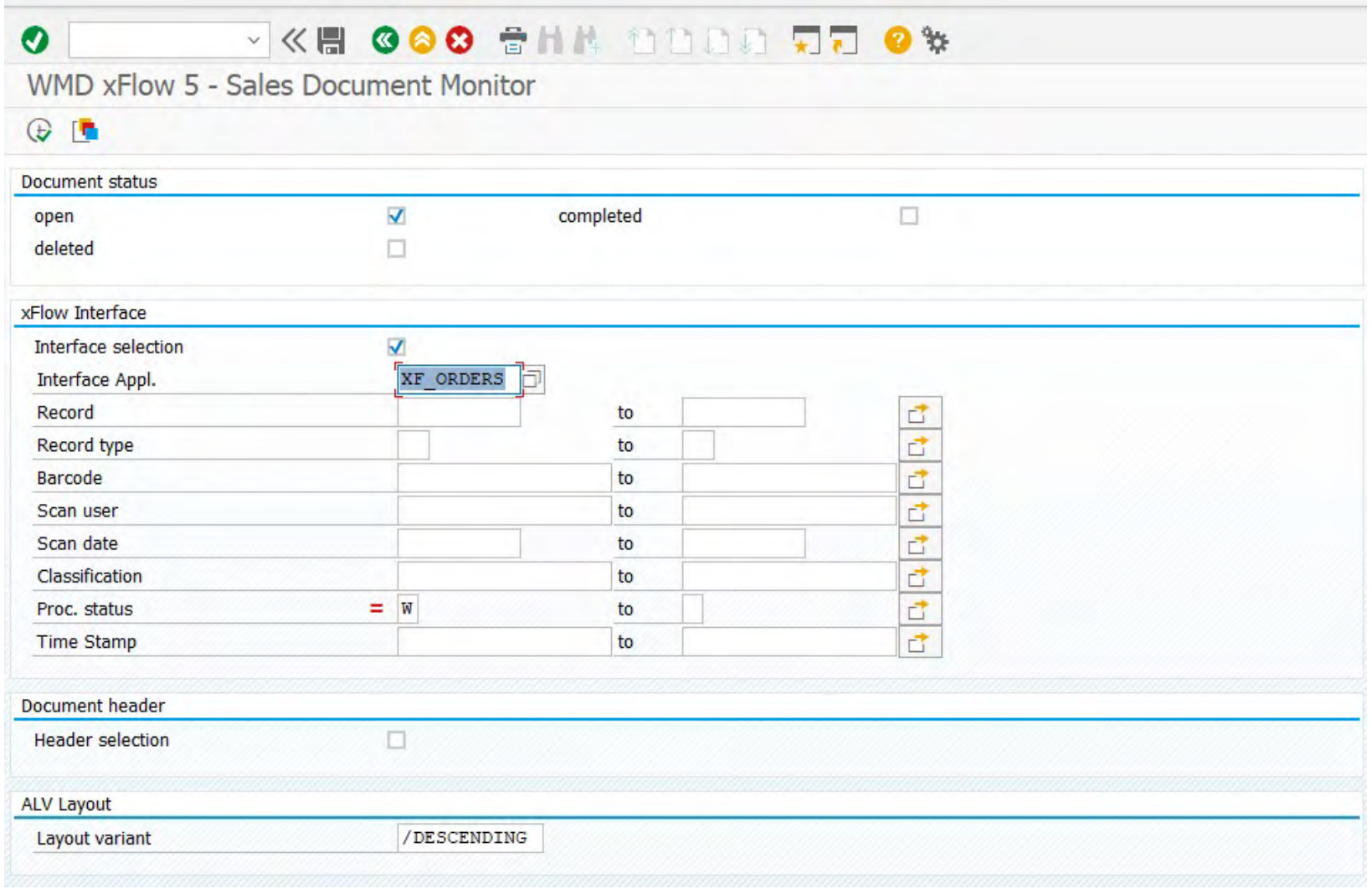
xSuite Sales Orders

SAP Certified

How ALK has optimized document lead times and increased cashflow

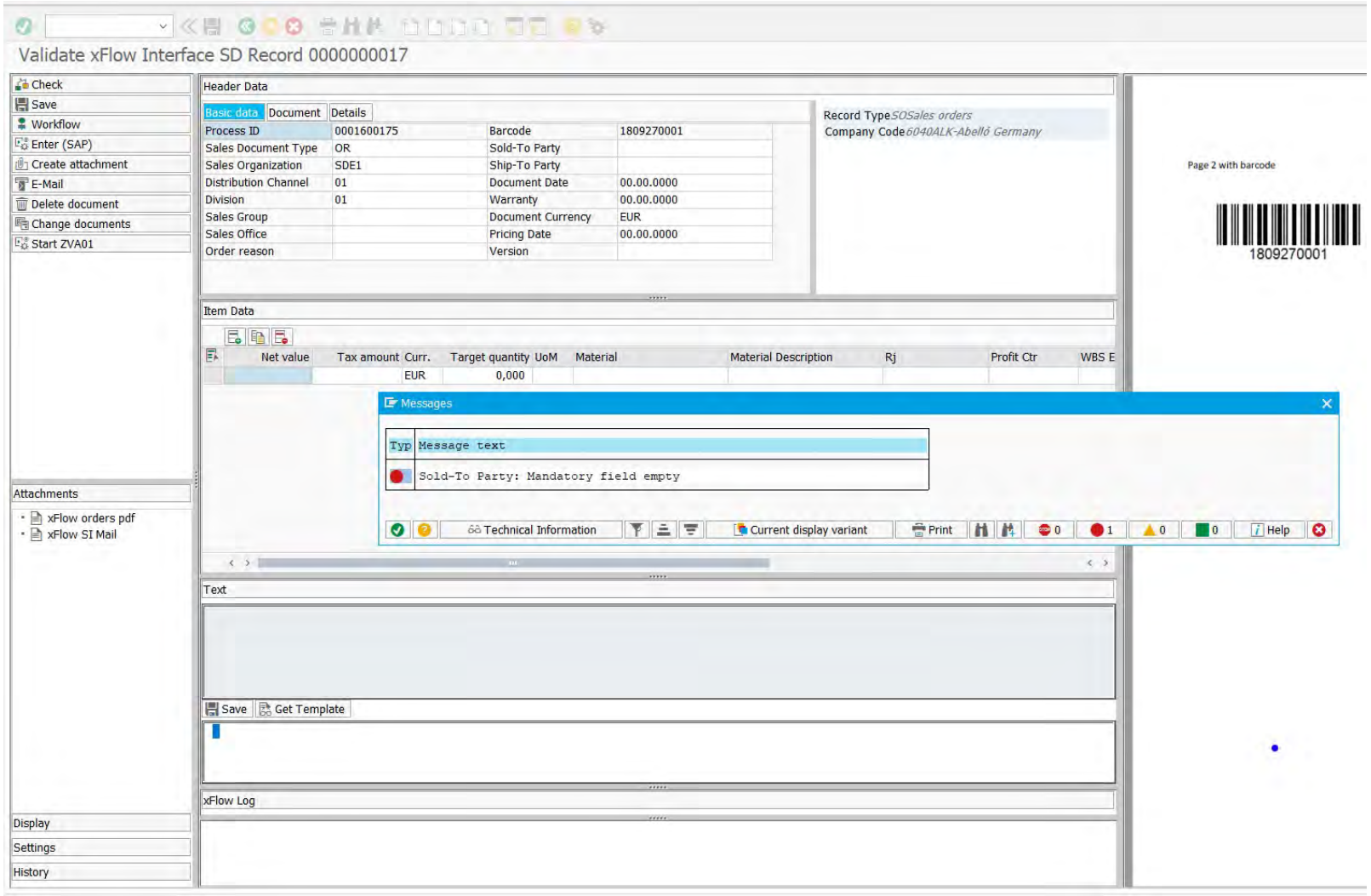
> *This software has improved the way we process orders within our customer service departments while providing our end users with new features that optimize the process, such as customer recognition, process monitoring, and reporting tools It makes processes much more efficient*
>
> *José Manuel Lema Herreros, SAP Logistics Consultant at ALK*

/WMD/FP_SDM - xFlow Sales Document Monitor



- Documents which have not triggered the Workflow will be displayed in this selection

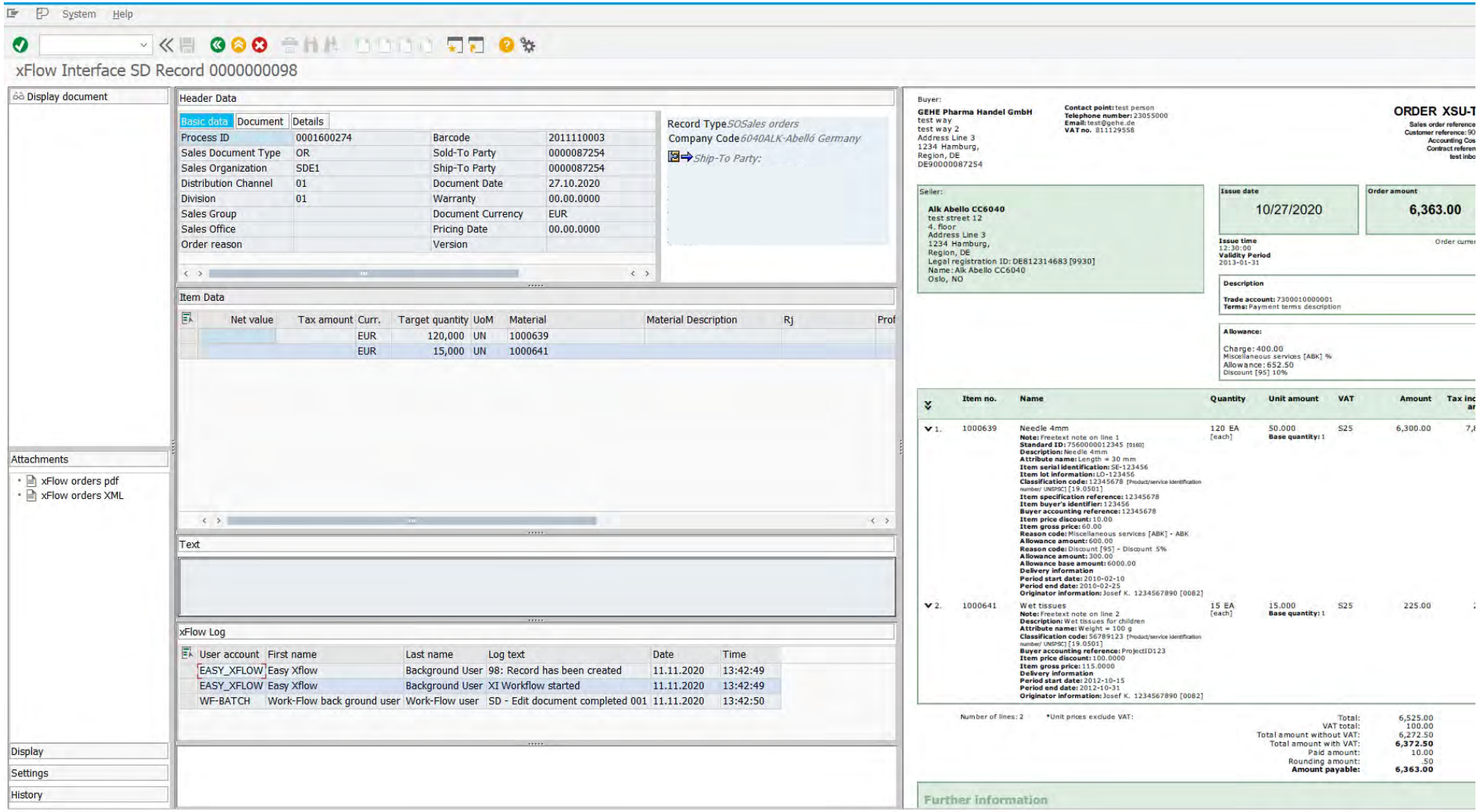
/WMD/FP_SDM - xFlow Sales Document Monitor



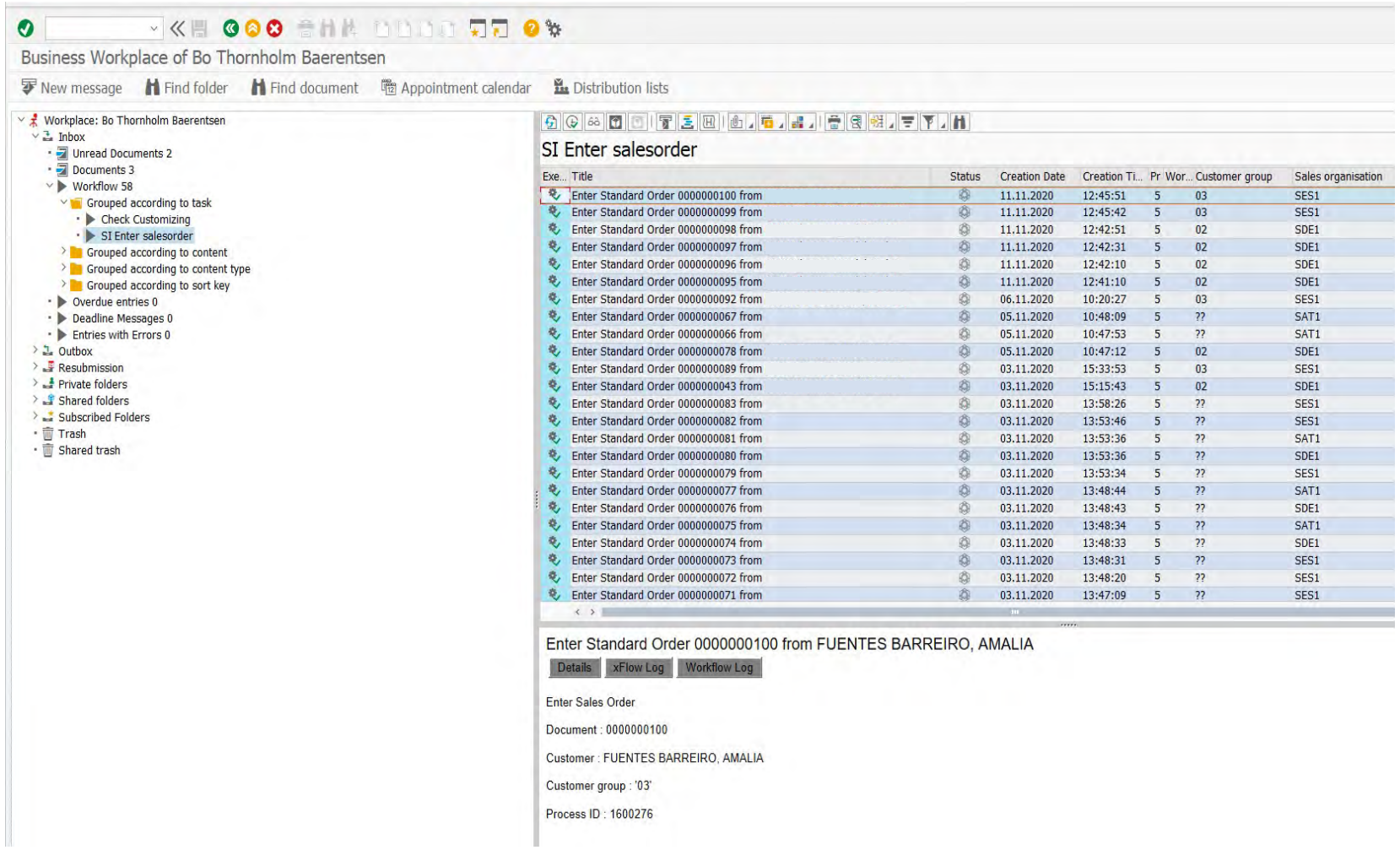
Functionalities:

- Send mail
- Delete the document
- Trigger the workflow
- Create attachment
- SAP authorization checks in between countries

Classification – FAX; – PDF- Mail; XML



SAP Inbox

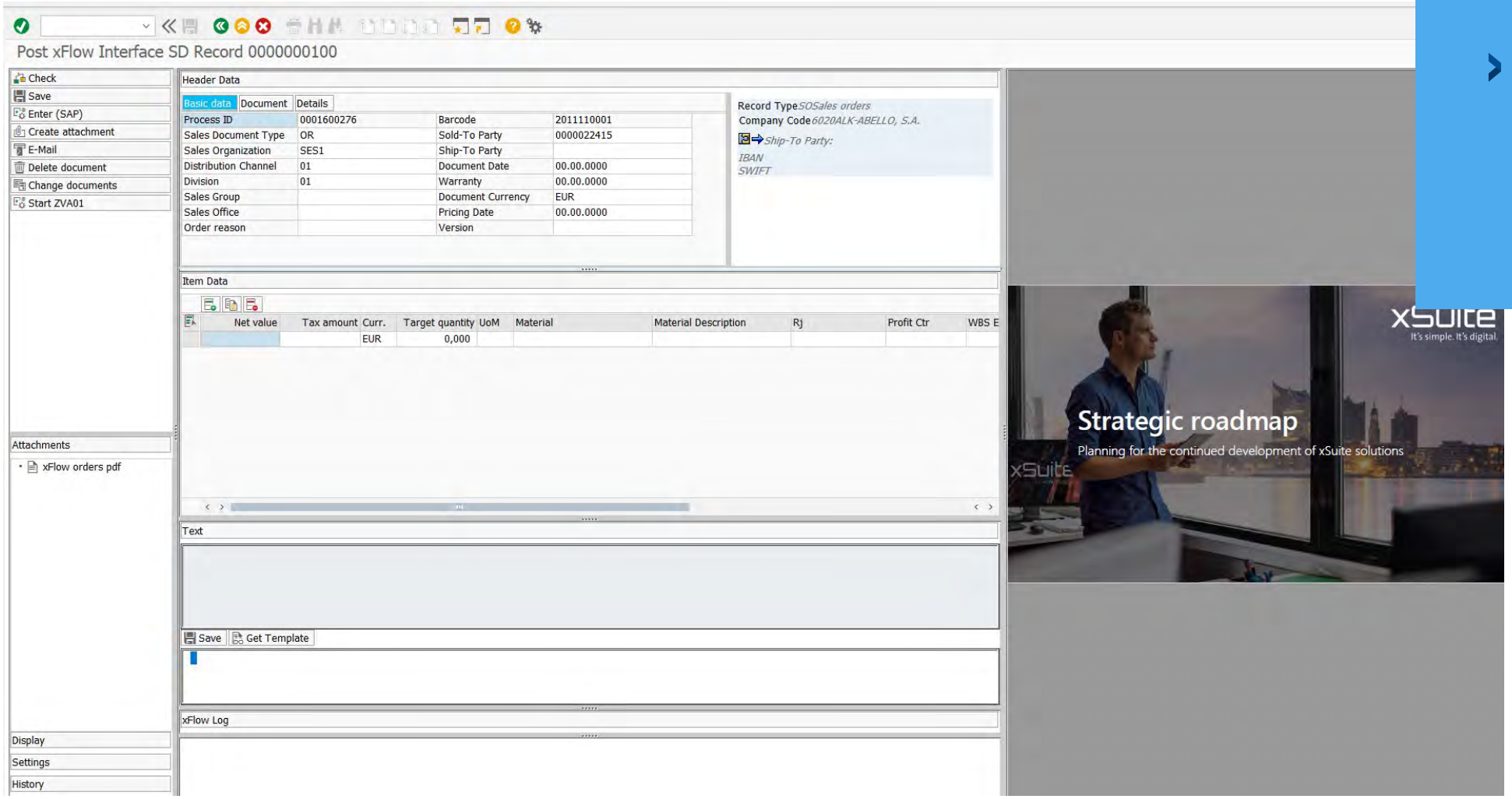


You will only receive orders which you are responsible for:

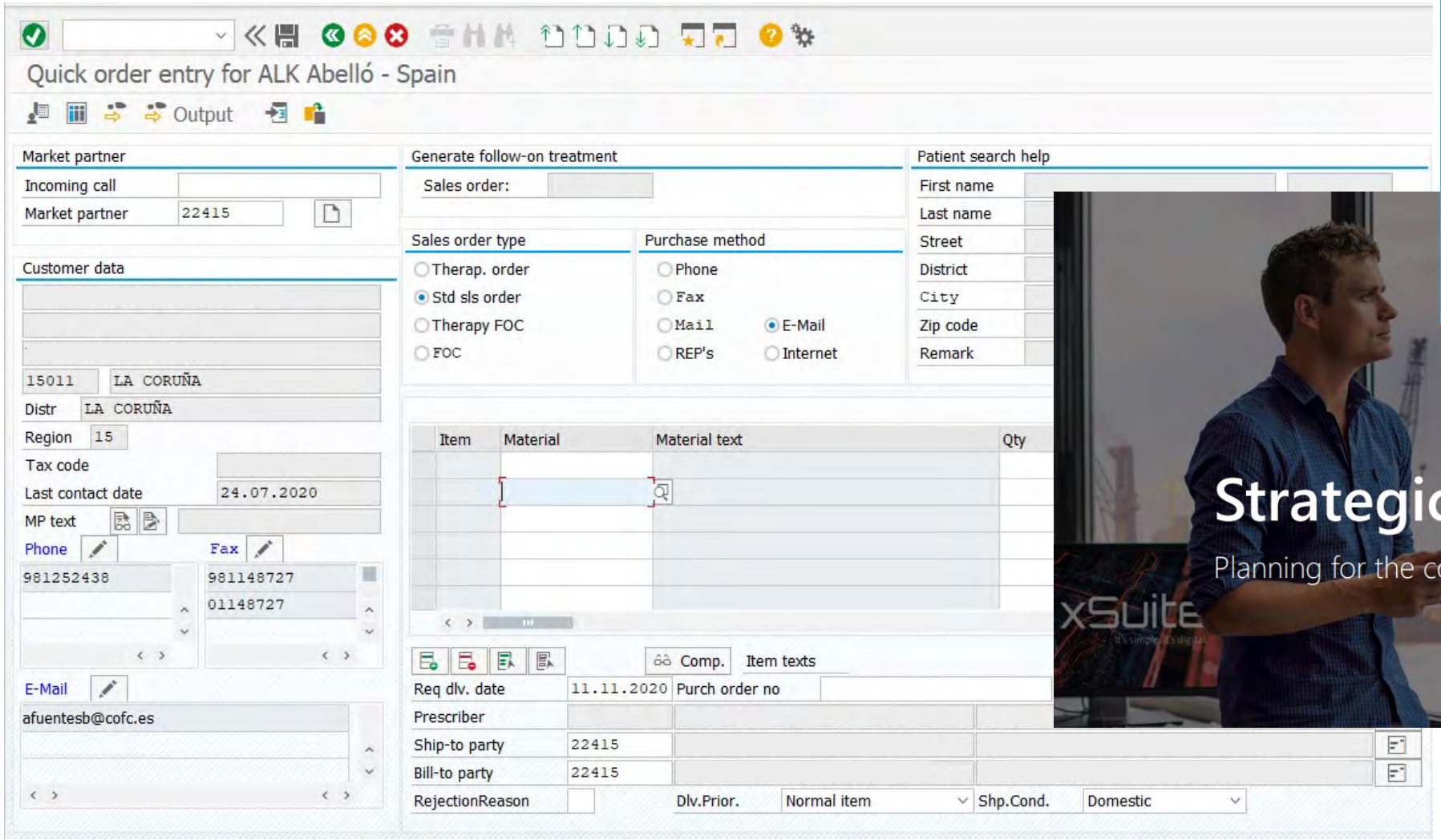
- Customer group
- Sales organization
- One folder
- Columns naming customer group and sales organization

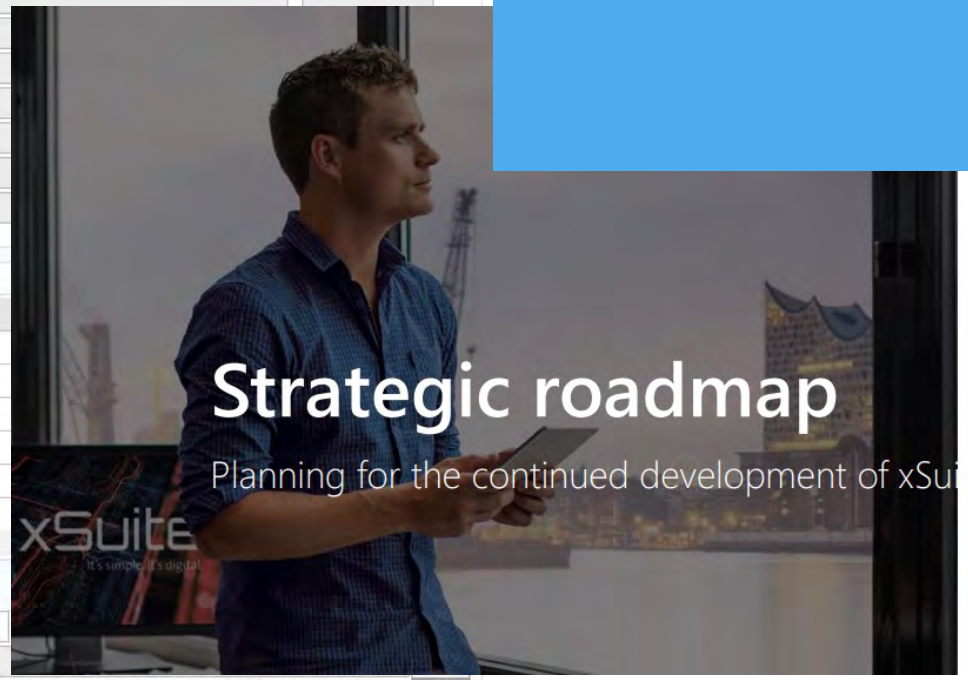
SAP Inbox

- Document in one or two screens



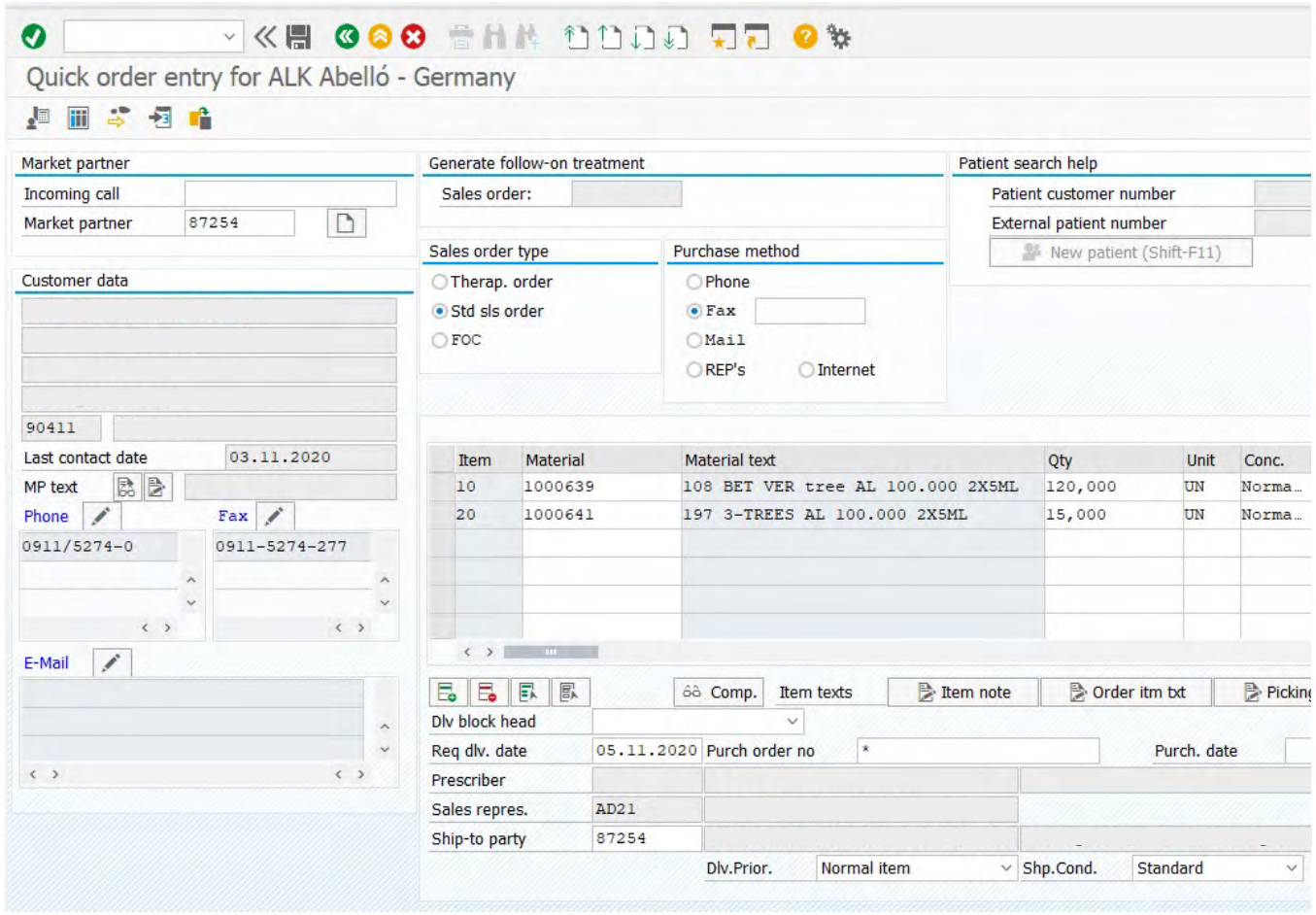
ZVA01

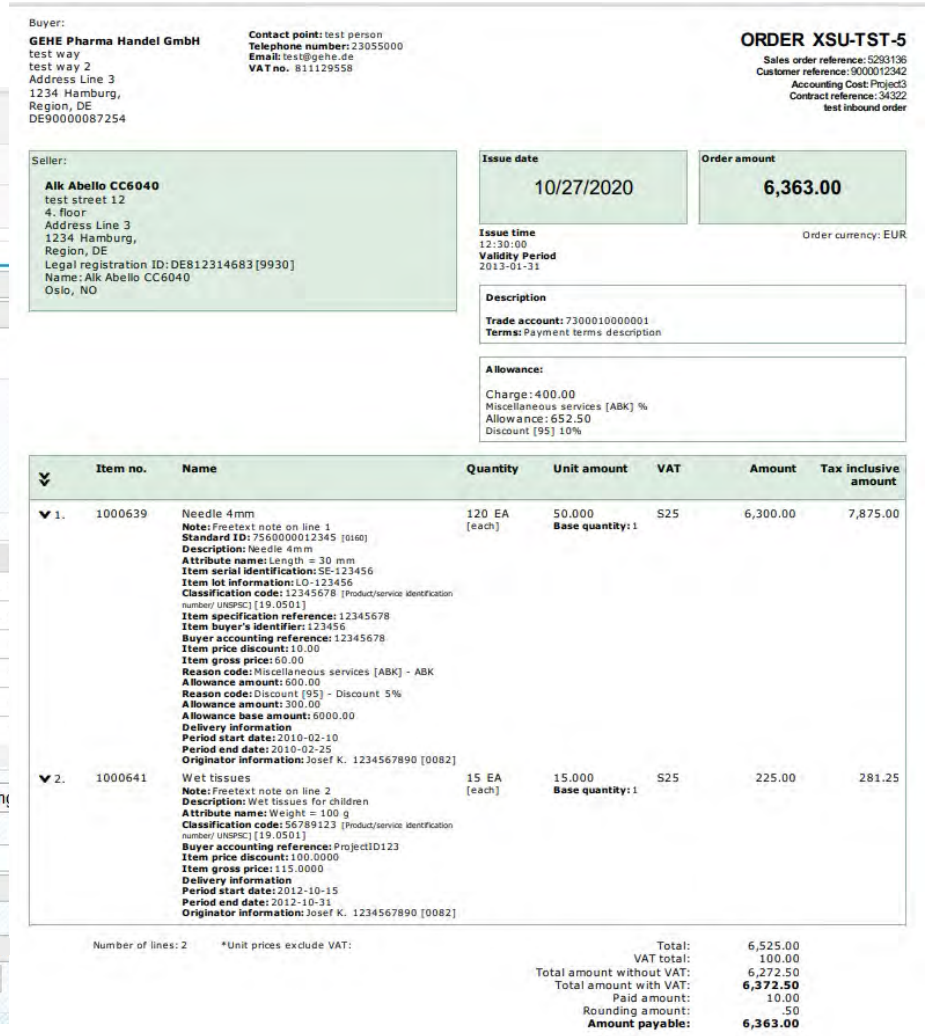




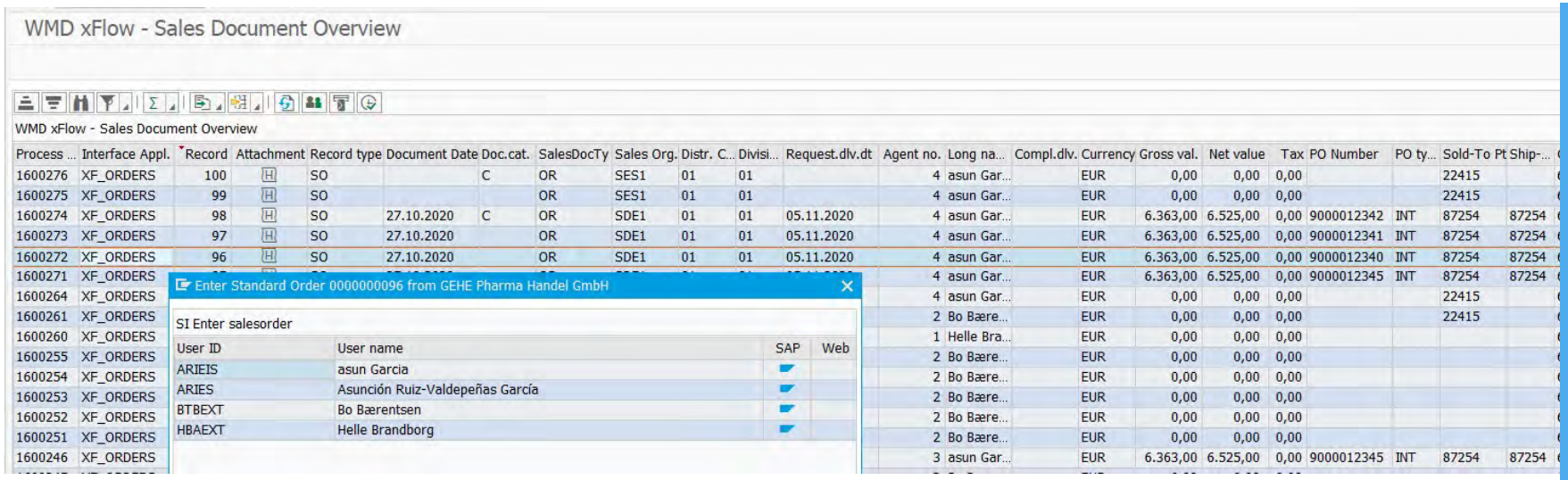
- ZVA01 in one screen and sales order in another

ZVA01, XML incl. line items





/WMD/XF_SI_ADMIN - xFlow Sales Document Overview



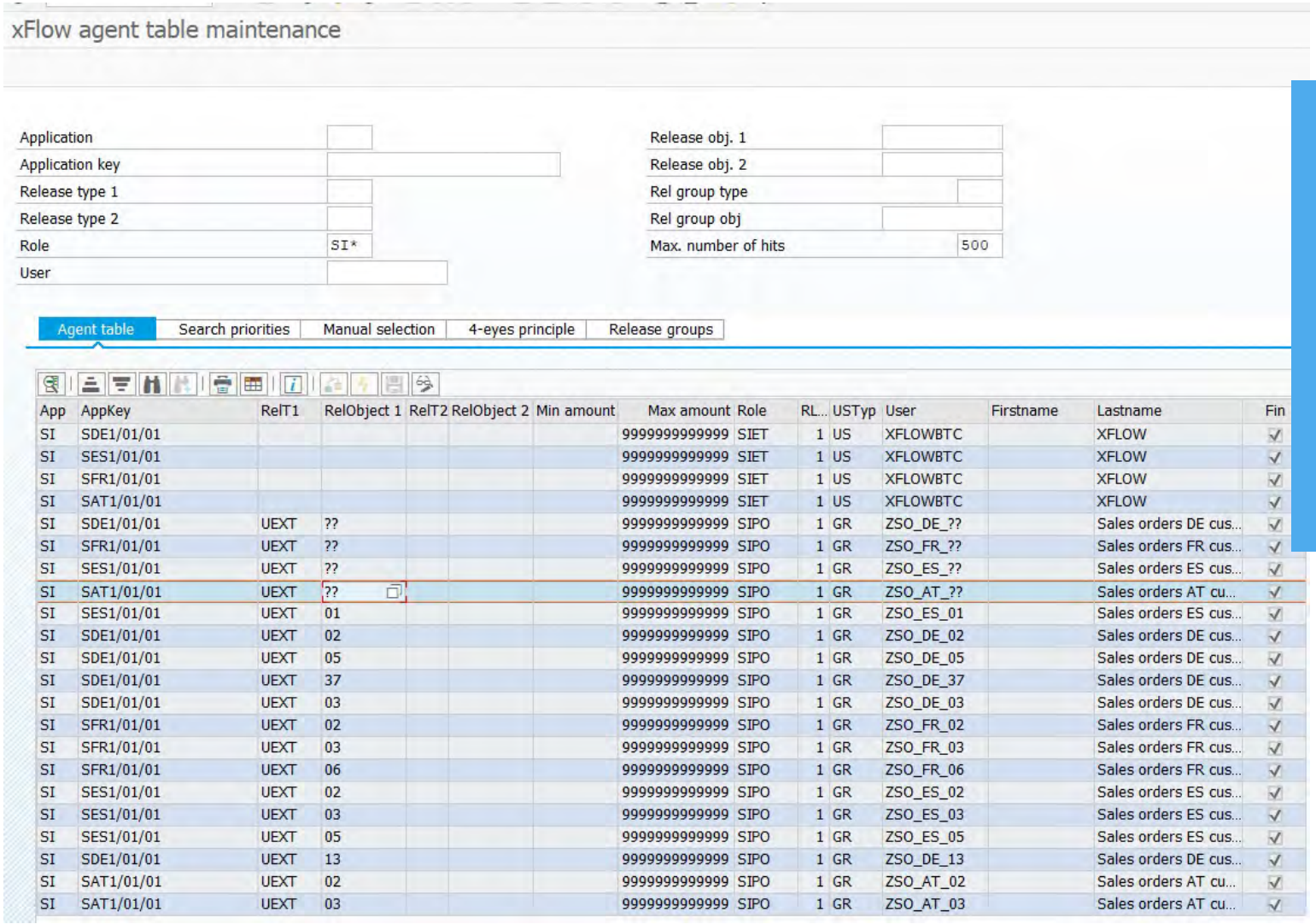
Process ...	Interface Appl.	Record	Attachment	Record type	Document Date	Doc.cat.	SalesDocTy	Sales Org.	Distr. C...	Divisi...	Request.dlv.dt	Agent no.	Long na...	Compl.dlv.	Currency	Gross val.	Net value	Tax	PO Number	PO ty...	Sold-To Pt	Ship-...
1600276	XF_ORDERS	100	H	SO		C	OR	SES1	01	01		4	asun Gar...		EUR	0,00	0,00	0,00			22415	
1600275	XF_ORDERS	99	H	SO			OR	SES1	01	01		4	asun Gar...		EUR	0,00	0,00	0,00			22415	
1600274	XF_ORDERS	98	H	SO	27.10.2020	C	OR	SDE1	01	01	05.11.2020	4	asun Gar...		EUR	6.363,00	6.525,00	0,00	9000012342	INT	87254	87254
1600273	XF_ORDERS	97	H	SO	27.10.2020		OR	SDE1	01	01	05.11.2020	4	asun Gar...		EUR	6.363,00	6.525,00	0,00	9000012341	INT	87254	87254
1600272	XF_ORDERS	96	H	SO	27.10.2020		OR	SDE1	01	01	05.11.2020	4	asun Gar...		EUR	6.363,00	6.525,00	0,00	9000012340	INT	87254	87254
1600271	XF_ORDERS											4	asun Gar...		EUR	6.363,00	6.525,00	0,00	9000012345	INT	87254	87254
1600264	XF_ORDERS											4	asun Gar...		EUR	0,00	0,00	0,00			22415	
1600261	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00			22415	
1600260	XF_ORDERS											1	Helle Bra...		EUR	0,00	0,00	0,00				
1600255	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00				
1600254	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00				
1600253	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00				
1600252	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00				
1600251	XF_ORDERS											2	Bo Bære...		EUR	0,00	0,00	0,00				
1600246	XF_ORDERS											3	asun Gar...		EUR	6.363,00	6.525,00	0,00	9000012345	INT	87254	87254

- You're able to work from here based on documents chosen in the selection screen, possibility to access workflows has been completed

How ALK has optimized monitoring, reporting and workflow administration

> *Automated customer recognition, workflows based on customer groups, and the first step in automatic sales order creation for SAP, that decrease the customer service department's workload, reducing data collection errors.*
>
> *José Manuel Lema Herreros, SAP Logistics Consultant at ALK*

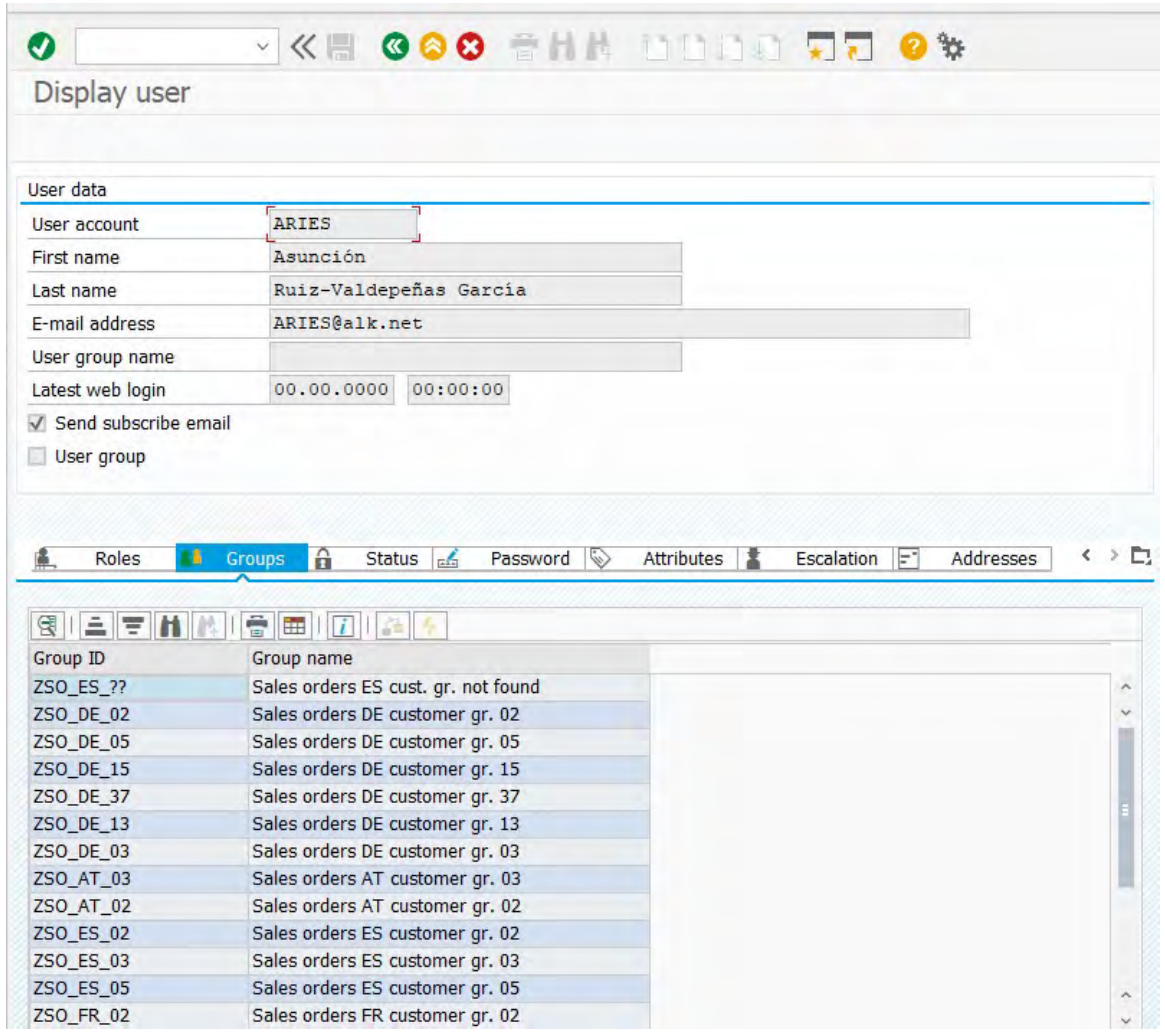
/WMD/XF_AGDET - xFlow agent determination



App	AppKey	RelT1	RelObject 1	RelT2	RelObject 2	Min amount	Max amount	Role	RL...	USTyp	User	Firstname	Lastname	Fin
SI	SDE1/01/01						9999999999999	SIET	1	US	XFLOWBTC		XFLOW	✓
SI	SES1/01/01						9999999999999	SIET	1	US	XFLOWBTC		XFLOW	✓
SI	SFR1/01/01						9999999999999	SIET	1	US	XFLOWBTC		XFLOW	✓
SI	SAT1/01/01						9999999999999	SIET	1	US	XFLOWBTC		XFLOW	✓
SI	SDE1/01/01	UEXT	??				9999999999999	SIPO	1	GR	ZSO_DE_??		Sales orders DE cus...	✓
SI	SFR1/01/01	UEXT	??				9999999999999	SIPO	1	GR	ZSO_FR_??		Sales orders FR cus...	✓
SI	SES1/01/01	UEXT	??				9999999999999	SIPO	1	GR	ZSO_ES_??		Sales orders ES cus...	✓
SI	SAT1/01/01	UEXT	??				9999999999999	SIPO	1	GR	ZSO_AT_??		Sales orders AT cu...	✓
SI	SES1/01/01	UEXT	01				9999999999999	SIPO	1	GR	ZSO_ES_01		Sales orders ES cus...	✓
SI	SDE1/01/01	UEXT	02				9999999999999	SIPO	1	GR	ZSO_DE_02		Sales orders DE cus...	✓
SI	SDE1/01/01	UEXT	05				9999999999999	SIPO	1	GR	ZSO_DE_05		Sales orders DE cus...	✓
SI	SDE1/01/01	UEXT	37				9999999999999	SIPO	1	GR	ZSO_DE_37		Sales orders DE cus...	✓
SI	SDE1/01/01	UEXT	03				9999999999999	SIPO	1	GR	ZSO_DE_03		Sales orders DE cus...	✓
SI	SFR1/01/01	UEXT	02				9999999999999	SIPO	1	GR	ZSO_FR_02		Sales orders FR cus...	✓
SI	SFR1/01/01	UEXT	03				9999999999999	SIPO	1	GR	ZSO_FR_03		Sales orders FR cus...	✓
SI	SFR1/01/01	UEXT	06				9999999999999	SIPO	1	GR	ZSO_FR_06		Sales orders FR cus...	✓
SI	SES1/01/01	UEXT	02				9999999999999	SIPO	1	GR	ZSO_ES_02		Sales orders ES cus...	✓
SI	SES1/01/01	UEXT	03				9999999999999	SIPO	1	GR	ZSO_ES_03		Sales orders ES cus...	✓
SI	SES1/01/01	UEXT	05				9999999999999	SIPO	1	GR	ZSO_ES_05		Sales orders ES cus...	✓
SI	SDE1/01/01	UEXT	13				9999999999999	SIPO	1	GR	ZSO_DE_13		Sales orders DE cus...	✓
SI	SAT1/01/01	UEXT	02				9999999999999	SIPO	1	GR	ZSO_AT_02		Sales orders AT cu...	✓
SI	SAT1/01/01	UEXT	03				9999999999999	SIPO	1	GR	ZSO_AT_03		Sales orders AT cu...	✓

- Same Agent table.
  No matter which type of workflow.
- Invoice, Sales Order or Procurement

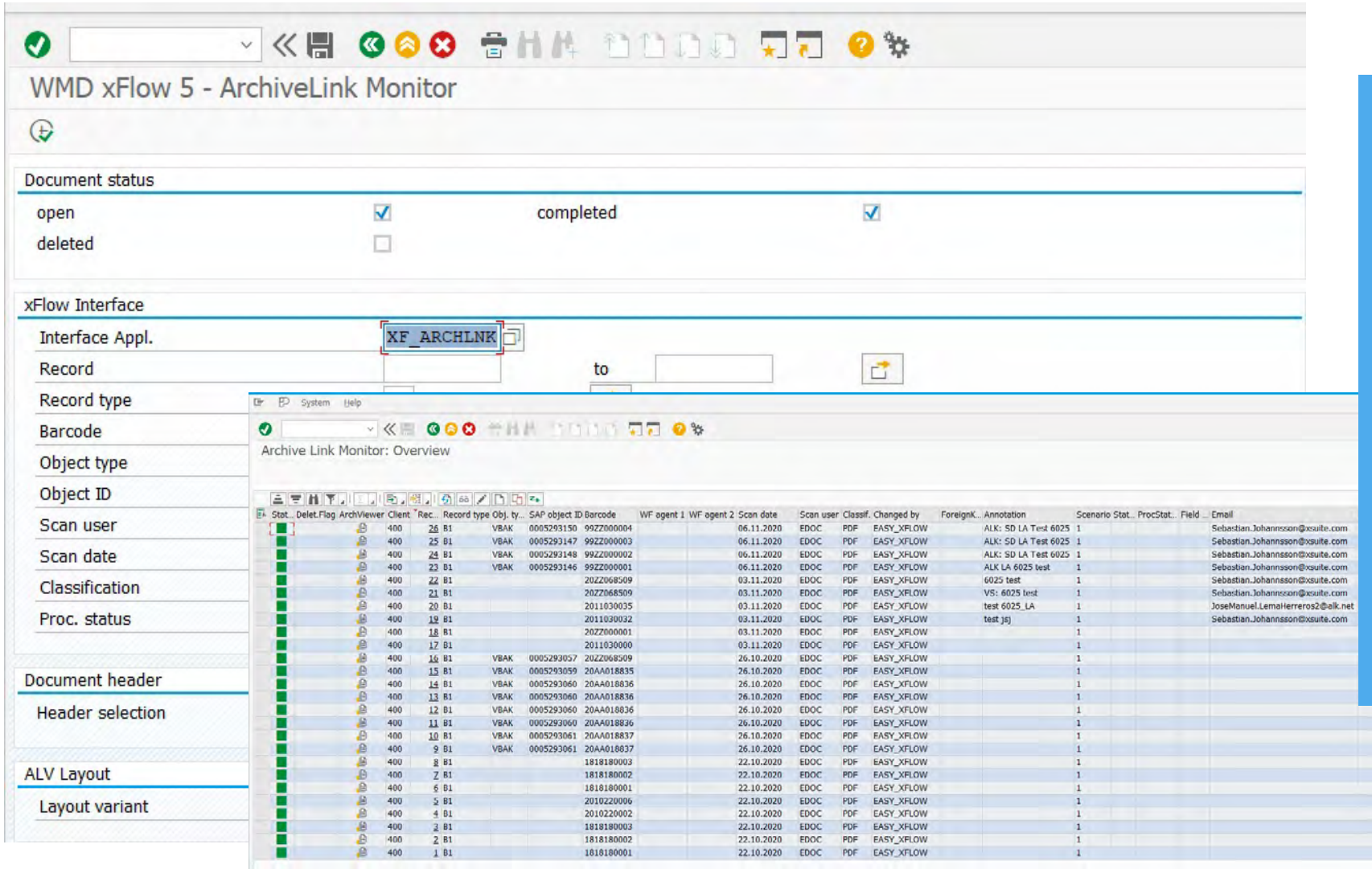
/WMD/XF_USR_ADMIN - xFlow user administration



- The assignment of the groups are maintained in the agent table.
- The assignment of a user is done in the xFlow user administration.

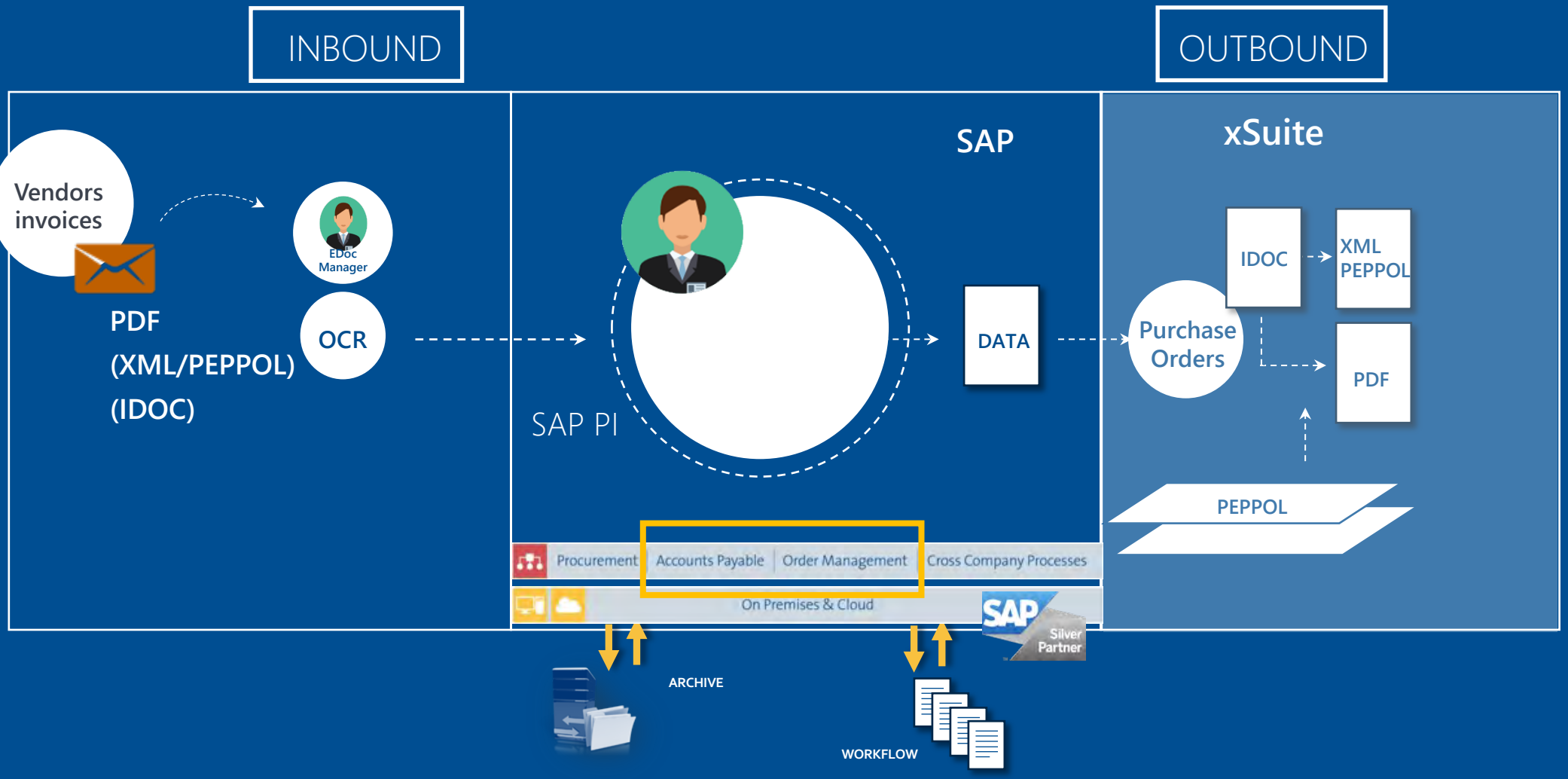
How the software works for ALK, segregation of duties, automatic document creation and posting

/WMD/FP_ARM - xFlow Interface Archivelink Monitor

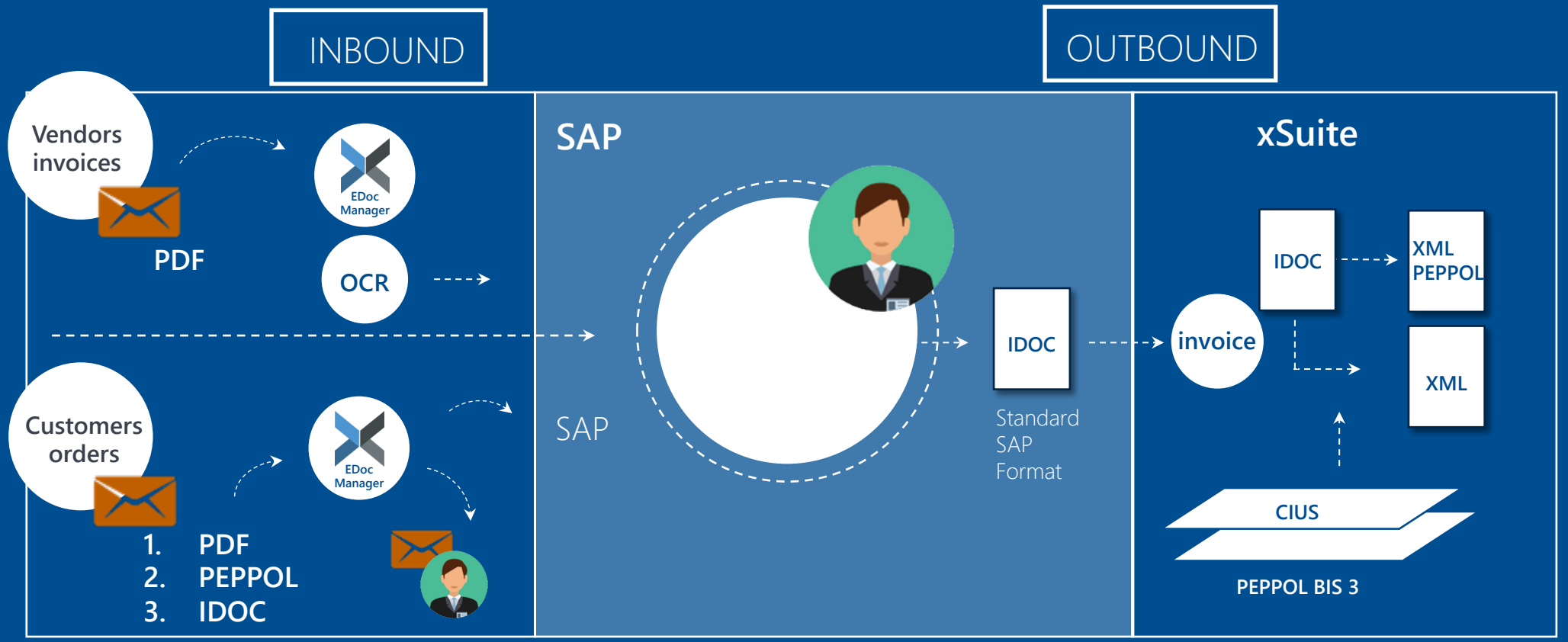


- This report shows documents which have been scanned for the late archiving scenario in France.
- Both open documents, - and documents which have been assigned to a sales order.

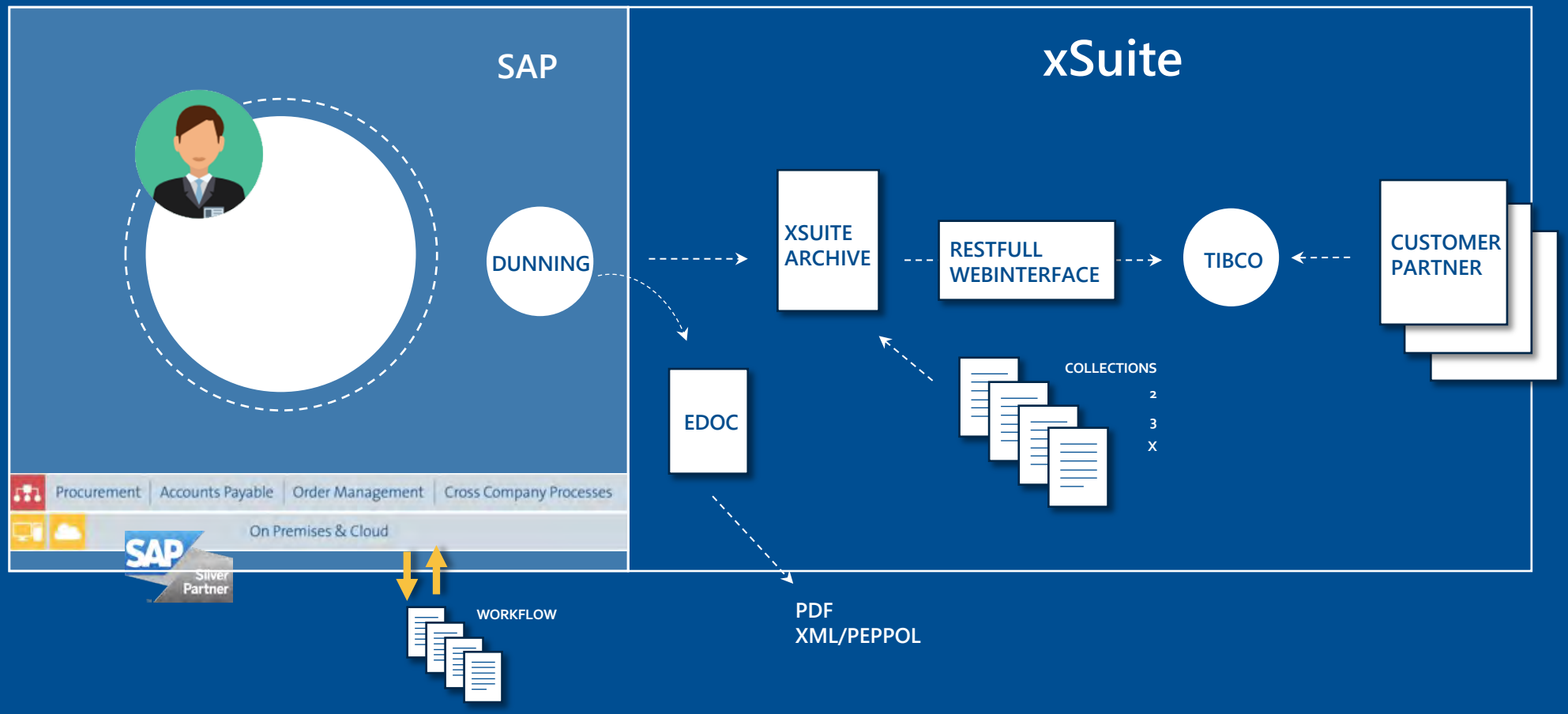
xSuite Workflow



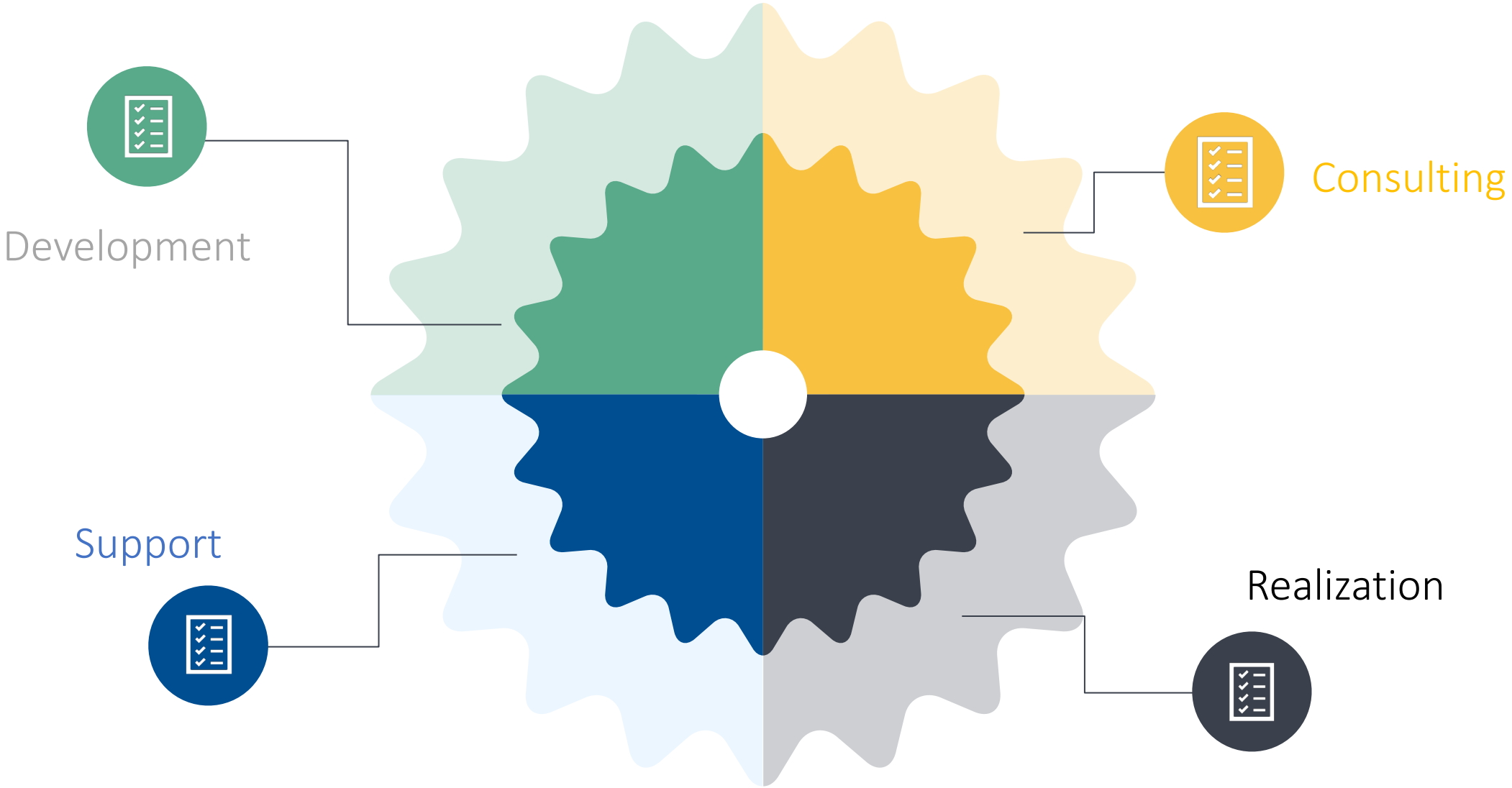
Inbound & Outbound processes



Archive Document Flow



xSuite Nordic: Everything from a single source

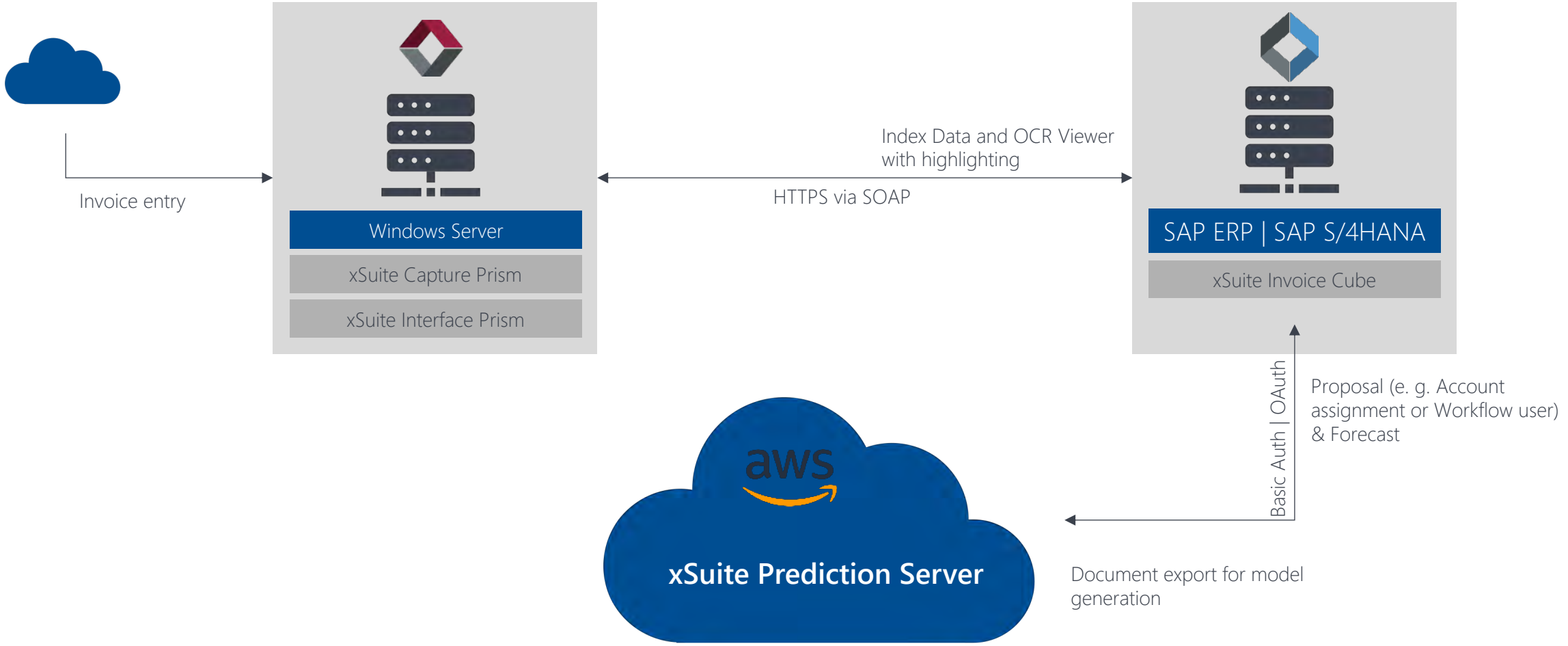


xSuite
Prediction
SERVER
AWS
AI/ML/DL

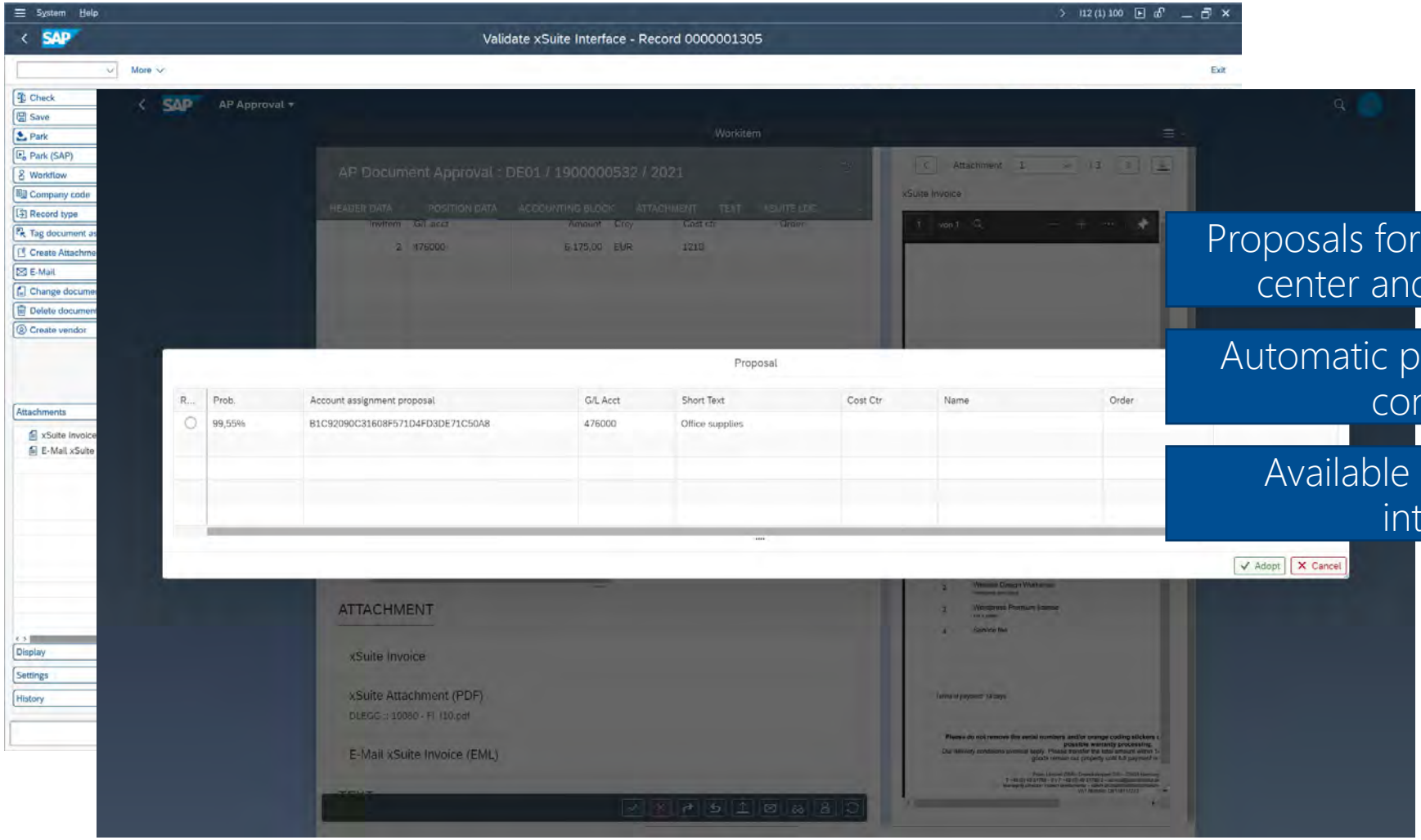
Artificial Intelligence (AI resp. A. I.),

is a field of computer science
that deals with automation of intelligent
behaviour and machine learning.

How does the Prediction Server work?



Account assignment proposals

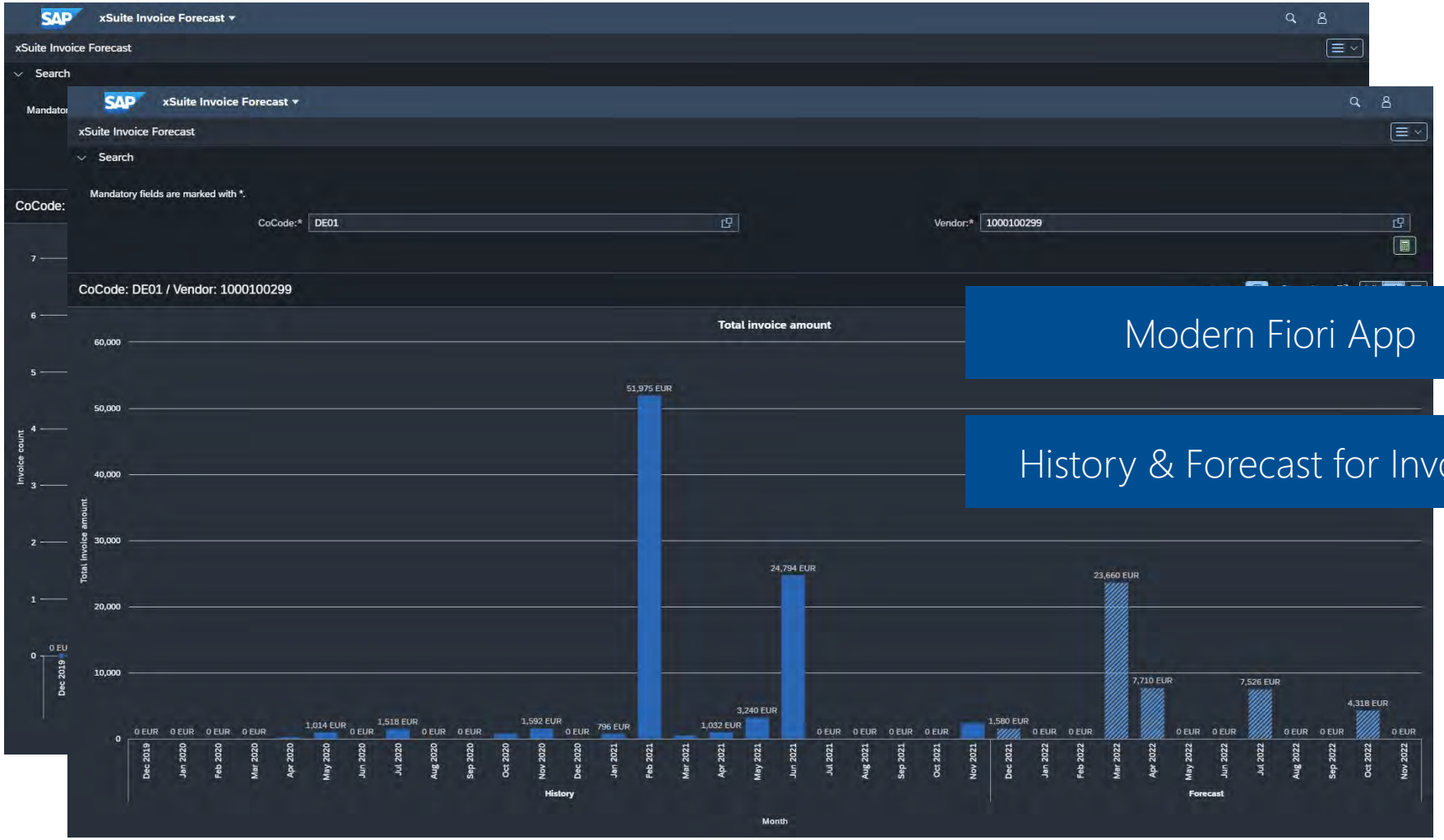


Proposals for G/L account, cost center and internal order

Automatic proposal with high confidence

Available in all tasks and interfaces

xSuite Forecast



xSuite References

References - Nordic

References - Nordic

References - Energy

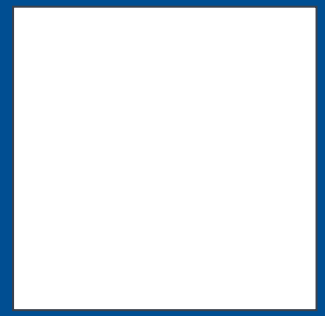
References - Retail

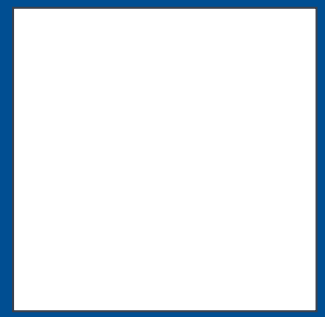
References - Production

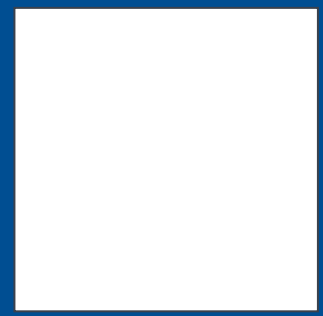
References - Healthcare

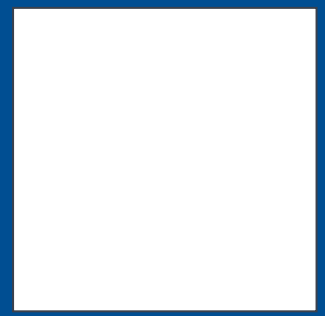
References – Real Estate

References – Banking









References – Transport & Logistics

References – Automotive

Thank you!