New ways to drive value with an S/4HANA Transformation

with tools like the Transformation Navigator and Celonis.

Paul Swain
June, 2017

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SAP Run Simple

What are some businesses thinking about S/4HANA?

S/4HANA sounds nice

..But where are the real benefits for my business.

"Transformation" makes me nervous.

I might "sweat the asset" a bit longer.

What if:

- The benefits were tangible.
- The business case was compelling.
- Business users were delighted.
- You have a simpler system to manage.

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Practical ways to Plan and Deliver value with S/4HANA

- ✓ **Step 1. Understand the S/4HANA value possibilities.**
- ✓ **Step 2. Prepare your own specific journey and business case.**
- ✓ **Step 3. Identify the before and after business process benefits.**

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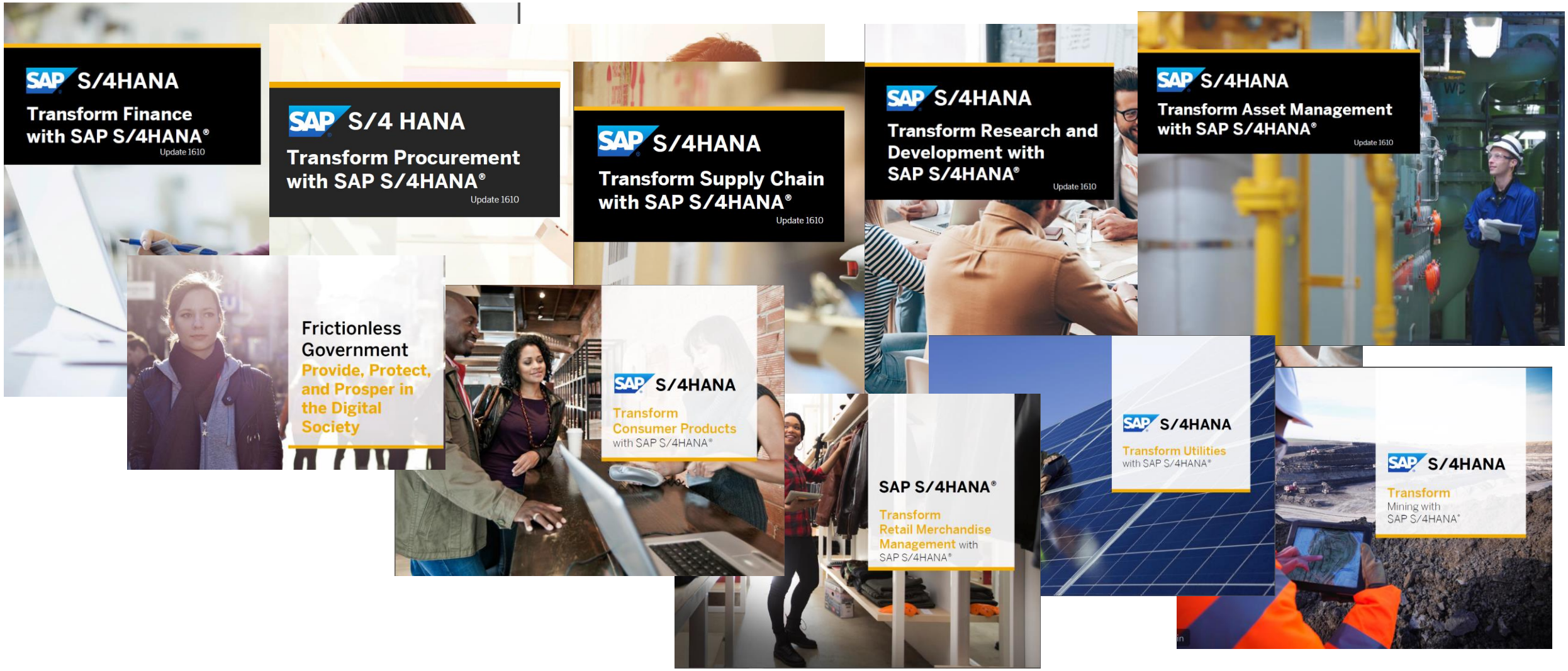
Step 1 – Understand the Value Possibilities



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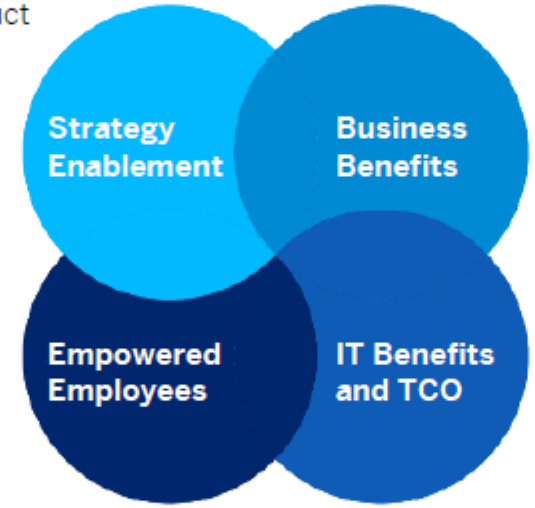
Benefit Categories – Example

Strategy enablement

- Accelerate new business-model innovation and drive new revenue-generating opportunities
- Understand every aspect of your business and adjust to rapidly changing business requirements – report in real time by function, region, category, channel, and product
- Enable faster domestic and international expansion
- Accelerate M&A synergy
- Manage risk and help ensure compliance



Business benefits*

- Higher inventory turns
- Reduction in inventory carrying cost
- Reduction in revenue loss due to stock-outs
- Reduction in total logistics cost
- Reduction of markdowns and waste
- Improved inventory accuracy
- Improved retail store FTE productivity
- Improved customer satisfaction

Empowered employees

- Increase in productivity and faster user adoption through tailored user interfaces enabled by the SAP Fiori® user experience
- Improved user experience with access to data from anywhere on any device with interactive graphics and analytics on a single copy of data
- Store associates and store managers equipped with the right information to serve their customers effectively

IT benefits and TCO

- Fast performance by up to factor 10
- Memory footprint reduction by up to factor 5
- Merging of online analytical processing (OLAP) and online transaction processing (OLTP)
- Elimination of many desktop clients
- Simplified landscapes
- Native integration
- Reduced total cost of ownership (TCO) through landscape simplification

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Business Process Improvement Example:

Traditional ERP means:

- Difficult to understand total stock position and upward and downward trends between reporting milestones
- Hard to steer overall tied-up capital and drive profitability proactively
- Permanent latency in inventory turnover reporting
- Inflated capital investment and reduced profitability

SAP S/4HANA
Inventory Management

Inventory quantities and values are stored in general journal tables that allow insights into stock positions and values in real time – logistics and controlling sharing the same base of data, which enables course corrections and revaluations whenever needed.

Up to **20%**
Improvement in inventory turnover

Up to **0.5pp**
Increase in profitability

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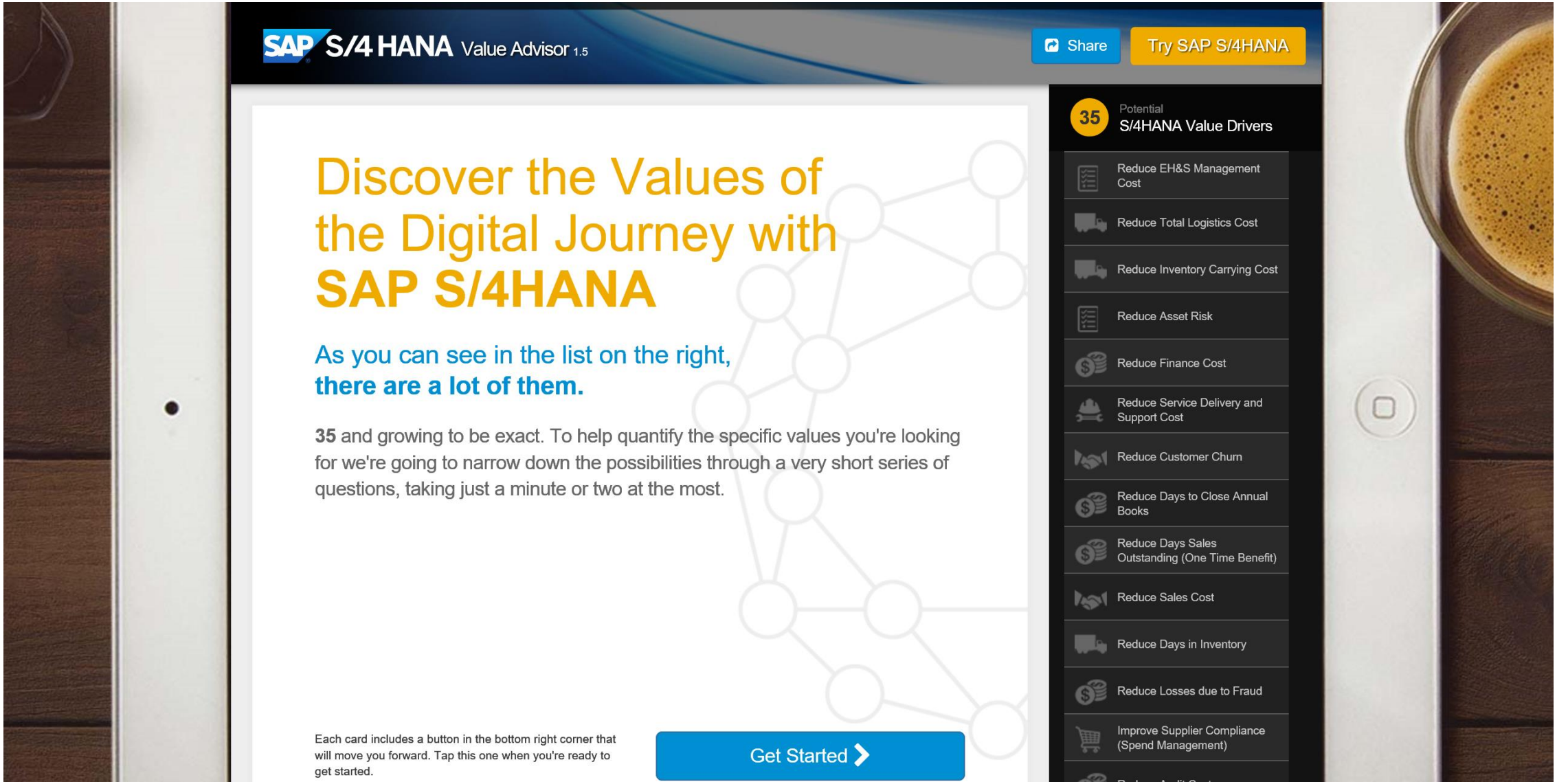
Demo – Online Value Advisor



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SAP S/4 HANA Value Advisor 1.5

Share | Try SAP S/4HANA

INDUSTRY SELECTION

Please indicate if you do business in **one or more** of these currently featured industries.

- Automotive
- Building Products
- Chemicals
- Consumer Products
- High Tech
- Metals
- Mining
- Paper / Packaging
- Public Sector
- Retail
- Utilities

If none are applicable to you simply tap **Continue** without choosing any. Next we'll identify **Lines of Business** you wish to transform.

Continue

35 Potential S/4HANA Value Drivers

- Reduce EH&S Penalties & Fines
- Increase Revenue from New Products
- Reduce Revenue Leakage
- Reduce Audit Cost
- Reduce Days in Inventory
- Reduce Days to Close Annual Books
- Reduce Losses due to Fraud
- Reduce EH&S Management Cost
- Reduce Days Sales Outstanding (One Time Benefit)
- Reduce Finance Cost
- Reduce Sales Cost
- Reduce Manufacturing Cycle Time
- Reduce Customer Churn
- Reduce Revenue Loss Due To Stock-outs

SAP S/4 HANA Value Advisor 1.5

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LINE OF BUSINESS SELECTION

What **Lines of Business** in your organization will be impacted most by a **digital transformation**?

- Finance
- Supply Chain
- Sales & Distribution
- Service
- Sourcing & Procurement
- Manufacturing
- Research & Development
- Asset Management

Select as many **LOBs** as are applicable. Notice how we're pairing down the solution enablers to the right. Next we'll quantify how valuable each is to your business.

Continue

S/4HANA for **Sales & Distribution**

- Reduce Customer Churn
- Reduce Sales Cost
- Reduce Order Management Cost
- Reduce Cost of Processing Returned Goods

S/4HANA for **Supply Chain**

- Reduce Revenue Loss Due To Stock-outs
- Reduce Days in Inventory
- Reduce Inventory Carrying Cost
- Reduce Inventory Obsolescence
- Enhance Supply Chain Planning Productivity
- Reduce Total Logistics Cost

S/4HANA for **Finance**

- Reduce Days to Close Annual Books
- Reduce Days Sales Outstanding (One Time Benefit)
- Reduce Finance Cost
- Reduce Losses due to Fraud
- Reduce Audit Cost

20 *More* Potential S/4HANA Value Drivers

SAP S/4 HANA Value Advisor 1.5

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FOLLOW-UP CARD 1 OF 3: SALES AND DISTRIBUTION

When it comes to **investment into your sales and distribution processes**, what are your outcome priorities?

Reduce the churn of customers	
Redue sales costs	
Reduce the cost of order management	
Reduce the cost of processing returned goods	

Drag the Slider Bars above to rank each outcome priority from 1 (lowest) to 5 (highest). No need to limit points - if there are multiple 5's, mark them all.

Next Question

S/4HANA for **Sales & Distribution**

- Reduce Customer Churn
- Reduce Cost of Processing Returned Goods
- Reduce Order Management Cost
- Reduce Sales Cost

S/4HANA for **Supply Chain**

- Reduce Revenue Loss Due To Stock-outs
- Reduce Days in Inventory
- Reduce Inventory Carrying Cost
- Reduce Inventory Obsolescence
- Enhance Supply Chain Planning Productivity
- Reduce Total Logistics Cost

S/4HANA for **Finance**

- Reduce Days to Close Annual Books
- Reduce Days Sales Outstanding (One Time Benefit)
- Reduce Finance Cost
- Reduce Losses due to Fraud
- Reduce Audit Cost

20 *More* Potential

SAP S/4 HANA Value Advisor 1.5

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- Industry Focus
  - Consumer Products
- Finance
- Supply Chain
- Sales & Distribution
- Download Report

Value Drivers and Solution Enablers

Reduce Days to Close Annual Books

Eliminate the need for reconciliation by using a single transaction table for general ledger, controlling, asset accounting, and inventory accounting items. Eliminate the need to store items in a special ledger by doing intercompany reconciliation with real-time access to open items in accounts receivable and accounts payable.

Reduce Days Sales Outstanding (One Time Benefit)

Cut days sales outstanding with insight into customer positions during every interaction

Reduce Finance Cost

Accounting & Closing Operations

- General ledger
- Asset accounting
- Inventory accounting
- Accounts payable
- Accounts receivable
- Revenue and cost accounting
- Closing operations

What have other customers achieved?

SAP S/4HANA FOR **SUPPLY CHAIN**

Saving money for a large European retailer

- Large European retailer
- Over 100 years old, over 1400 stores with 9 million customers daily
- S/4HANA implemented by NTT/Itelligence
- Real-time data on previous day's sales, not 2-3 days later
- Immediate adjustments: pricing, supplier orders (volume)

We want to be the number one retailer based on customer satisfaction, financial performance and employee satisfaction.

Customer

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Ballance Agri-Nutrients: Helping Farmers Prosper with SAP S/4HANA®

Company
Ballance Agri-Nutrients

Headquarters
Tauranga, New Zealand

Industry
Chemicals

Products and Services
Fertilization products and advice

Employees
750

Revenue
NZ$892 million

Web Site
www.ballance.co.nz

Partner
Soltius
www.soltius.co.nz

Objectives
- Improve the customer experience across all touch points throughout the business
- Enhance the availability and reliability of customer data to make decisions more quickly and serve customers with confidence
- Simplify and streamline business processes
- Create a strong foundation to build the digital future of the business upon

Why SAP
- Extensive company history with SAP® solutions
- Modern digital core with SAP S/4HANA®
- Full visibility into customer data with SAP BusinessObjects™ business intelligence (BI) solutions

Resolution
- Deployed SAP S/4HANA and SAP BusinessObjects BI solutions as a comprehensive foundation with the help of partner Soltius
- Provided real-time dashboards to each team for full visibility into essential customer data for improved decision making
- Improved customer experiences with access to the right data at the right time

Future plans
- Connect SAP Hybris® solutions and customer relationship management software to SAP S/4HANA for enhanced customer engagement and service
- Capitalize on the Internet of Things by enabling seamless and easy integration of data between third-party systems

"The journey we are on will allow us to connect our employees, suppliers, customers, and networks to our digital core. With SAP S/4HANA at the center, we are designing and building solutions that are mobile, intuitive, robust, and valuable, enabling our customers to be more autonomous and productive and to easily do business with us."
David Scullin, CIO, Ballance Agri-Nutrients

Increased
Sales productivity

Reduced
Month-end closing time

75%
Faster key business processes

<1 second
For real-time insight into years of data

Decreased
Sales reporting from 2 hours to 20 minutes

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Veolia Australia and New Zealand: Enabling Efficiency with SAP S/4HANA® Enterprise Management

Company
Veolia Australia and New Zealand

Headquarters
New South Wales, Australia

Industry
Utilities – environmental services

Products and Services
Water, waste, and energy

Employees
4,000

Revenue
$A1.45 billion (US$1.07 billion)

Web Site
www.veolia.com/anz

Objectives
- Implement a single finance and procurement system for the entire business, comprising water, waste, and energy divisions
- Introduce standardized, universal business processes across the business
- Support future growth plans with a strong digital core, managed locally

Why SAP
- SAP S/4HANA® Enterprise Management solution for easy change management given existing use of SAP® solutions
- SAP MaxAttention™ services for deep expertise, tools, methodologies, and processes that complement the SAP Value Assurance program
- Excellent customer care through the entire implementation, including enablement sessions and issue resolution

Resolution
- Partnered with IBM for end-to-end capabilities across cloud, consulting, and application support services
- Consolidated and standardized procurement processes for all plants, to manage materials and vendors more effectively
- Introduced discipline and transparency to critical business data, such as material purchases and corresponding costs
- Created one platform for a shared-service finance department
- Eliminated segregation-of-duty processes and enabled more standardization for purchasers, managers, accountants, and other roles

Future plans
- Extend rollout to the energy division
- Automate accounts-payable processes

"With the SAP S/4HANA Enterprise Management solution, we have standardized and consolidated processes across three complex businesses, freed employees to do their jobs more effectively, and gained better insights into key data. We wanted to Run Simple – we achieved this and much more."
Satha Pillay, CIO, Veolia Australia and New Zealand

Increased
Efficiency with consolidation and standardization of business processes

Reduced
Ongoing support costs

Enhanced
Ability to support growth with a strong, flexible enterprise management solution

9-month
Project – delivered on time and within budget

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Practical ways to Plan and Deliver value with S/4HANA

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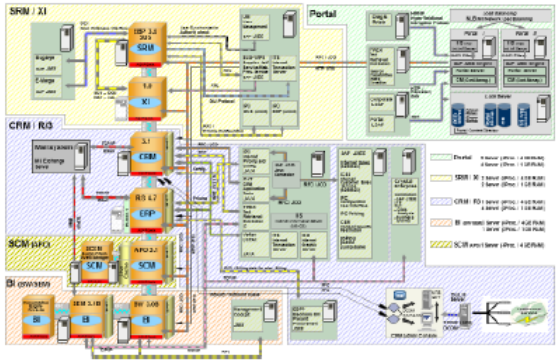
Step 2. Prepare Your Own Journey:

Today



Questions

How do I get there?

Integration?

Value of Innovation?

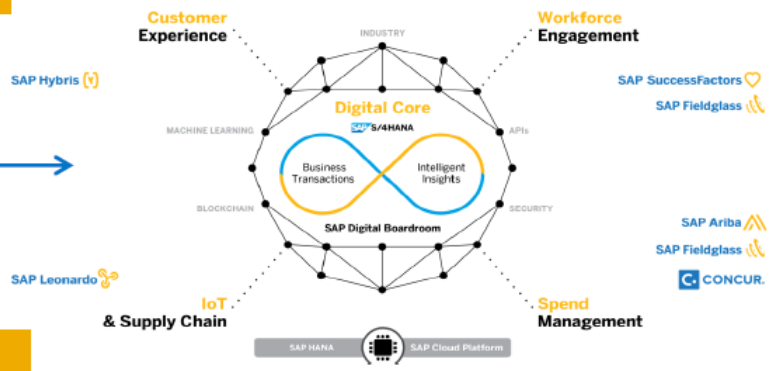
?

Cost of Migration?

Which solution to use in which use-case?

Cost of new Solution?

Tomorrow



Please give me guidance, not choices!

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Product Map

Value Aspiration

Transformation Journey

Current Products	Recommended Products
Customer Relationship Management	
SAP POS Data Management	SAP Customer Activity Repository, retail applications b...
Enterprise Management	
SAP ERP 1 Decision	SAP S/4HANA Conversion
	SAP S/4HANA Cloud
	SAP Fiori for SAP Customer Activity Repository retail
SAP ERP add-on for retail	SAP S/4HANA

Product Map

Value Aspiration

Transformation Journey

SAP POS Data Management

SAP Customer Activity Repository, retail applications b...

Enterprise Management

SAP ERP

1 Decision

SAP S/4HANA

SAP S/4HANA Cloud

SAP Fiori for SAP Customer Activity Repository retail

Change decisions

Capabilities	Transition Type	Recommended product
Distribution Curve (ERP)		SAP Fiori for SAP Customer Activity Repository retail applica
Distribution Curve (ERP)	Conversion	SAP S/4HANA

SAP ERP add-on for

SAP S/4HANA

Product Map

Value Aspiration

Transformation Journey

SAP ERP

Decision Point: Capabilities

Show all capabilities | Preference: On Premise

137 of 179 capabilities influence our product recommendations. Please select the capabilities you are currently using.

Update Product Map

	Info	Decision Point	Recommended Products	Preference
Customer Engagement and Commerce (25/30)				On Prem...
Finance (42/50)				On Prem...
Accounting and Financial Close				
☐ Accounting (ERP)	ⓘ		SAP S/4HANA	
☐ Asset Accounting (ERP, Nakisa)	ⓘ	?		
☐ Closing Operations (ERP)	ⓘ	?		
☐ Corporate Close (ERP)	ⓘ		SAP Business Planning and Consolidation, version for SAP NetWeaver, SAP S/4HANA	
☐ Entity Close (ERP)	ⓘ	?		
☐ Financial Close Governance (ERP, PC)	ⓘ		SAP Master Data Governance, SAP Process Control for SAP S/4HANA, SAP S/4HANA	
☐ Financial Reporting (ERP)	ⓘ	?		
☐ General Ledger (ERP, LT)	ⓘ	?		

Product Map

Value Aspiration

Transformation Journey

Top Value Drivers

Based on the capabilities of all recommended products.

Select the value drivers you aspire to improve! The selected value drivers will help you build the business case for your transformation journey

Go and Set Aspiration

Value Driver	Capabilities	Associated Products	Business Process Ana
☑ Reduce finance cost	48	SAP ERP, SAP S/4HANA, SAP S/4HANA Cloud	15
☐ Reduce audit cost	36	SAP ERP, SAP S/4HANA, SAP S/4HANA Cloud	17
☐ Reduce uncollectible accounts receivable write offs	28	SAP ERP, SAP S/4HANA, SAP S/4HANA Cloud	6
☑ Reduce revenue loss due to stock-outs	27	SAP Customer Activity Repository, retail applications bundle, SAP ERP, SAP Fiori for SAP Customer Activity Repository retail applications bundle, SAP S/4HANA, SAP S/4HANA Cloud	12
☐ Increase revenue growth	22	SAP Customer Activity Repository, retail applications bundle, SAP ERP, SAP Fiori for SAP Customer Activity Repository retail applications bundle, SAP S/4HANA, SAP S/4HANA Cloud	13
☑ Reduce days in inventory	22	SAP Customer Activity Repository, retail applications bundle, SAP ERP, SAP Fiori for SAP Customer Activity Repository retail applications bundle, SAP S/4HANA, SAP S/4HANA Cloud	15

Product Map

Value Aspiration

Transformation Journey

Set your aspiration for each driver

Change Prioritization

Value Driver	Aspiration range [%]	Your Aspiration [%]
Reduce finance cost	19 — 80	19
Reduce revenue loss due to stock-outs	36 — 98	67
Reduce days in inventory	8 — 20	14
Reduce customer churn	18 — 81	50

Product Map

Value Aspiration

Transformation Journey

Your Transformation Journey

Sort by: Own Priority

Current Product	Recommended Product	Transition Type	Value Drivers	Enabled Capabilities	Se
SAP ERP	SAP S/4HANA	Conversion	4	42	1
SAP ERP add-on for retail	SAP S/4HANA	Conversion	4	42	1
SAP POS Data Management	SAP Customer Activity Repository, retail applications bundle	Process Transformation	3	6	2
SAP ERP	SAP S/4HANA Cloud	Process Transformation	4	18	
SAP ERP	SAP Fiori for SAP Customer Activity Repository retail applications bundle	Context-specific	3	4	

Transformation Navigator – Output Documents:

1 Your Business Guide

Breakthrough Trends and Strategic C	
Business Capabilities and Value Driv	
Business Case, Realization Tracking, ment	

2 Your Technical Guide

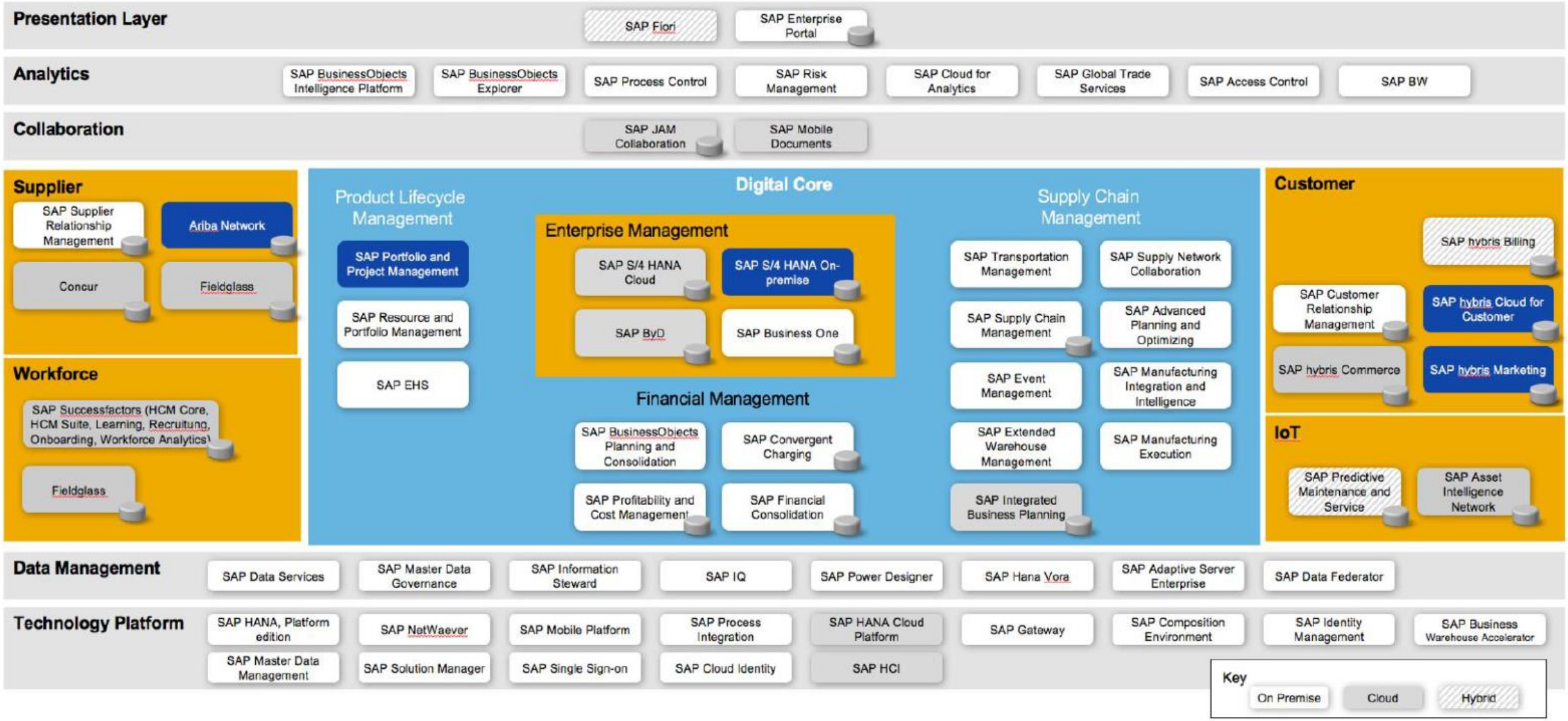
Digital Framework and Reference Landscape Outlook	• Digital • Retail • SAP R • Cloud
Guidance on Currently Used Applications	• Guida • Indust • Integr
Advanced System and Landscape Analysis	• Analys • S/4HA • Analys • Sizing • Fiori R • Count

Without Boundaries

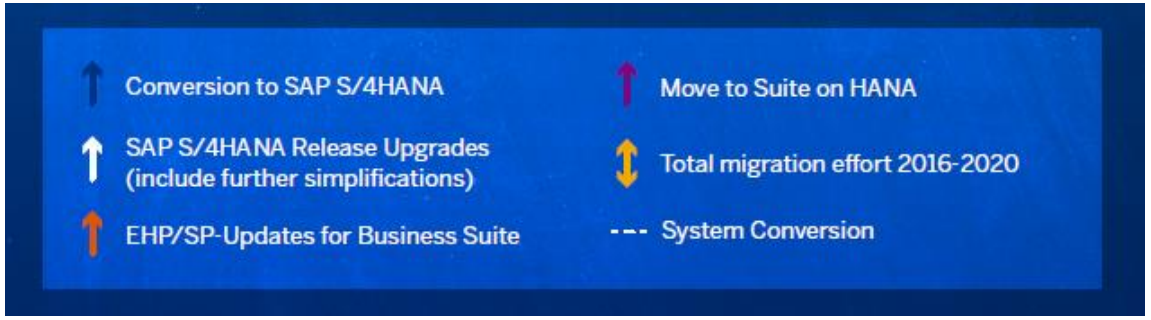
3 Your Transformation Guide

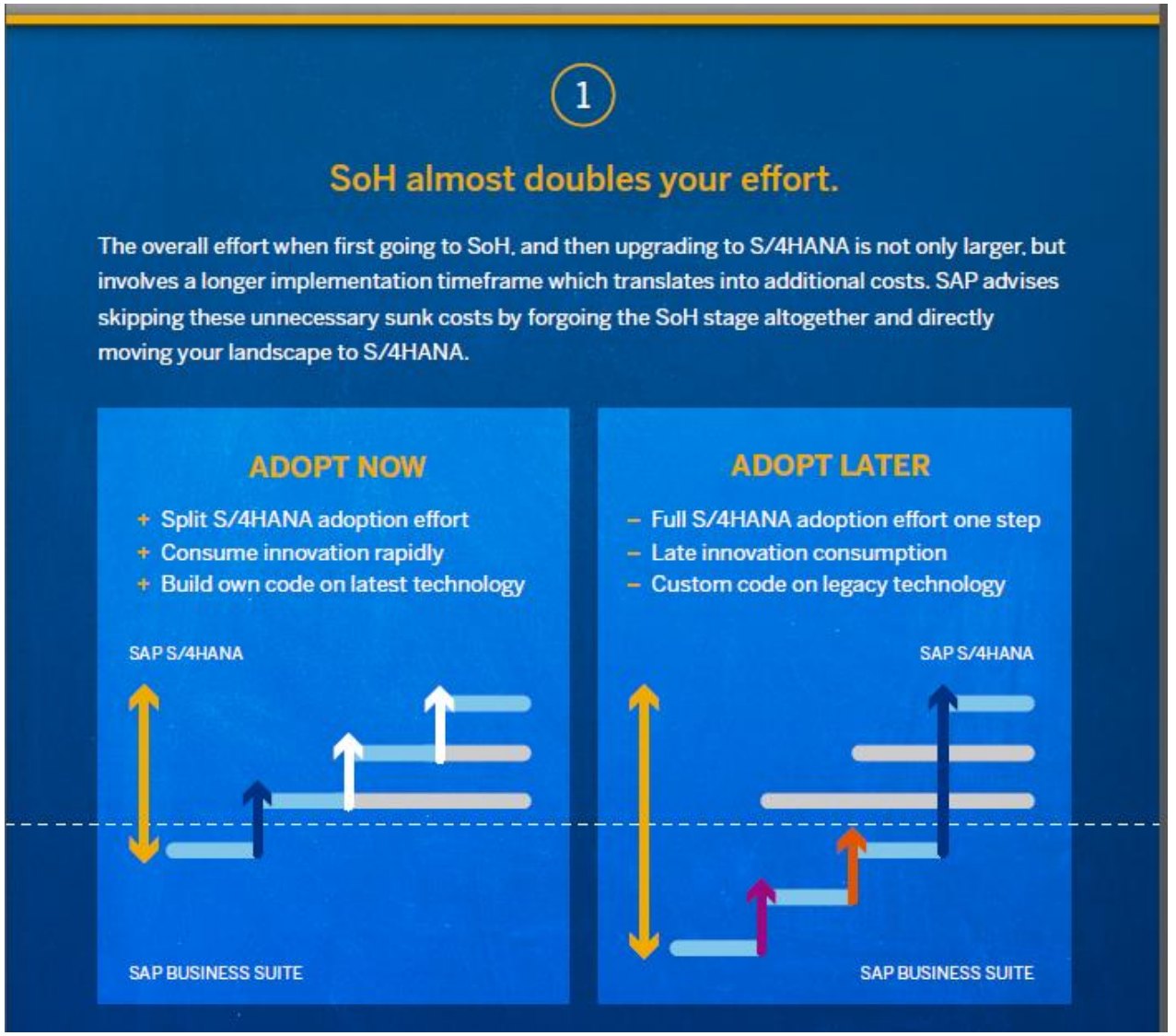
Basic Transition Scenarios and License Policies	• Basic Transition Scenarios • License and Subscription Policies
Transition Heatmap and Prioritization	• Transition Types and Services • Transition Heatmap • Licenses and Subscriptions for Your Target Product Map
Planning, Timeline and Commercials	• Managing Version Dependencies with Maintenance Planner • Leverage Model Company Accelerator • Effort Estimation via Activate Methodology • Multi-Year Planning via Innovation Strategy and Road-map Workshop • Proposal for the Next Step: Discovery Workshop

Top Products Reference Landscape - Cloud vs OnPremise



Suite on Hana or S/4HANA?





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SAP S/4HANA Roadmap - Discovery Workshop

Deliverables

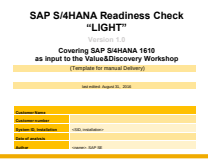
PREPARATION

1. Scope, agenda and deliverables

2. Outside-in-analysis

3. Business Scenario Recommendation Report

4. Readiness Check Light

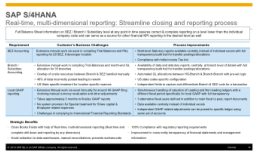


5. Workshop Material

EXECUTION

Why

1. Introduction & customer situation

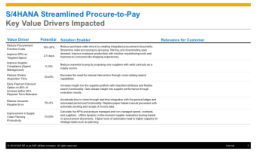


2. Digital imperative – enable the digital enterprise with SAP S/4HANA

What

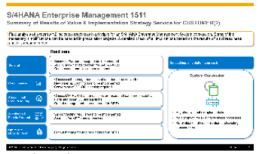
3. SAP S/4HANA introduction per business area

4. Benefit



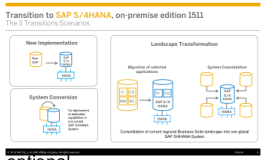
How

5. Readiness



optional

6. Transition scenarios



optional

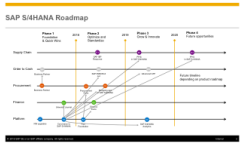
7. Architecture & integration

optional

8. Implementation

optional

9. Roadmap



10. Next steps

How

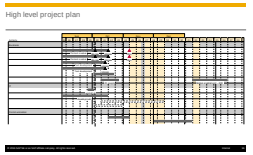
FOLLOW-UP

1. Final report

2. Management presentation document

3. Point of View document

4. Present and agree on next steps



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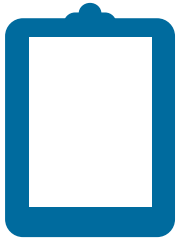
SAP S/4HANA Roadmap - Discovery Workshop

Steps & Duration



Preparation

- Prepare project and perform kick-off meeting.
- Gather specific information.
- Execute Business Scenario Recommendation Report.
- Define scope and prepare workshop.

~ 2-3 weeks

Discovery Workshop

- Conduct Discovery Workshop on solution capability level to understand SAP S/4HANA capabilities and to map it to requirements.
- Conduct deep dive of selected SAP S/4HANA solution capabilities to evaluate the solution capabilities for the customer, define the heat map, and document the results.
- Complete workshop documentation.

3 days

Closure

- Compile results, present, propose follow-up and close project.

~ 1-2 week

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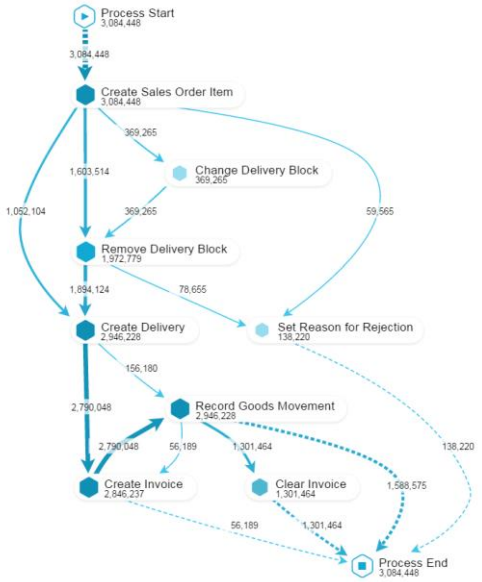
How does it work?
How Process Mining works.

Digital footprints from any IT system

Visualization of actual processes …



… and Proactive Improvement Insights

Operational Excellence
Increase efficiency, speed and reliability

Compliance
Detect non-compliant processes or fraud

System Usage and Conformance
Compare desired process to actual process

Ongoing Monitoring
Measure continuously and in real time

SAP ECC / ARIBA / SuccesFactors / OpenText / legacy systems etc. (Celonis is system agnostic)

Machine learning and AI powered Big Data Analytics leveraging the SAP HANA platform

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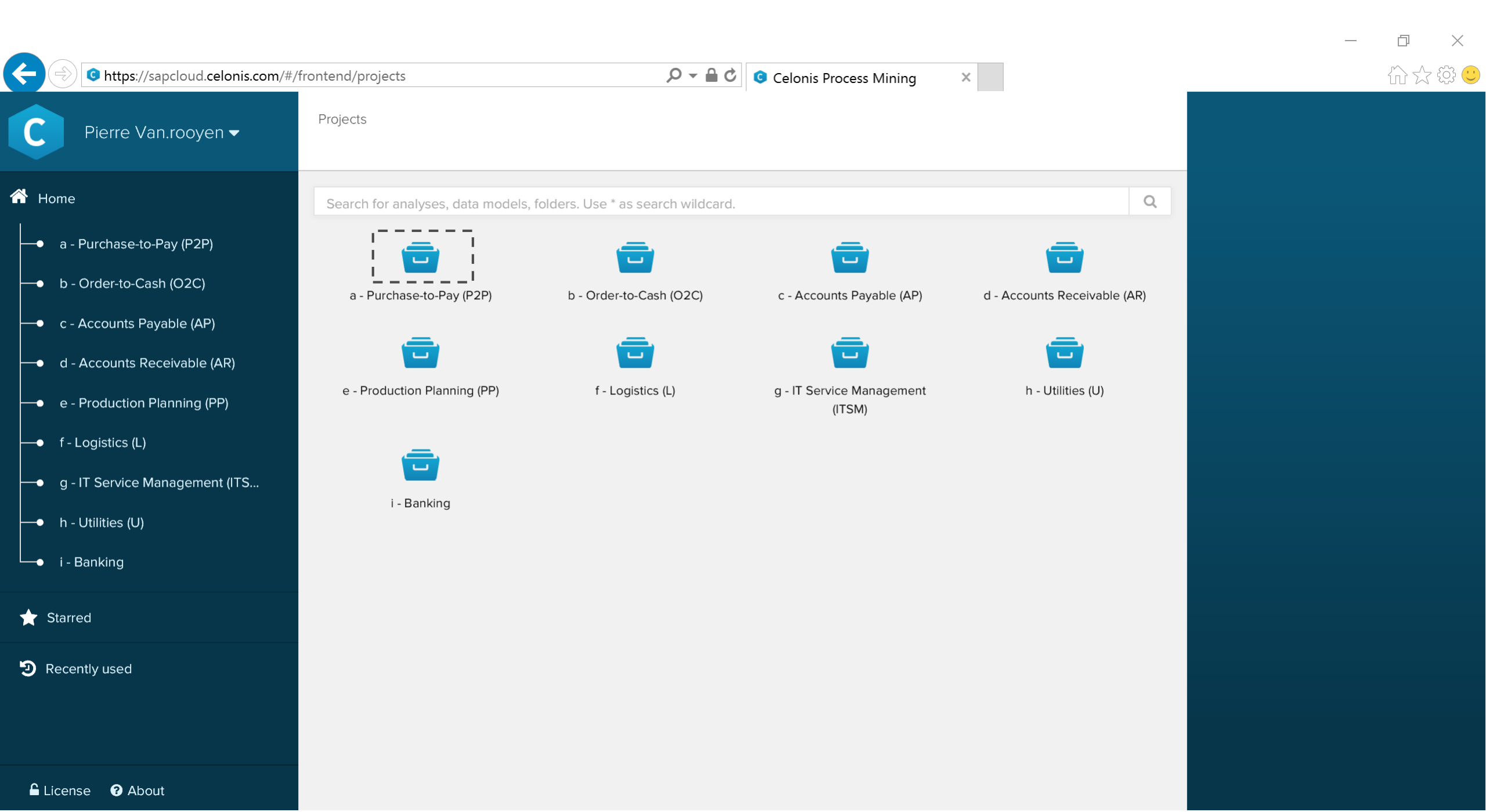
https://sapcloud.celonis.com/#/frontend/projects
Celonis Process Mining
Pierre Van.rooyen
Projects
Home
a - Purchase-to-Pay (P2P)
b - Order-to-Cash (O2C)
c - Accounts Payable (AP)
d - Accounts Receivable (AR)
e - Production Planning (PP)
f - Logistics (L)
g - IT Service Management (ITS...
h - Utilities (U)
i - Banking
Starred
Recently used
License
About
Search for analyses, data models, folders. Use * as search wildcard.
a - Purchase-to-Pay (P2P)
b - Order-to-Cash (O2C)
c - Accounts Payable (AP)
d - Accounts Receivable (AR)
e - Production Planning (PP)
f - Logistics (L)
g - IT Service Management (ITSM)
h - Utilities (U)
i - Banking

https://sapcloud.celonis.com/#/frontend/documents/8042/view/sheets/333dbdf2-94e5-41

P2P - Purchase-to-Pay Dem...

279k of 279k cases selected | 100%

Reset selections

Purchase-to-Pay Analysis

Purchase Order Items: 279,020

Net Value: $539,180,072

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Zoom

Process Start 107,694

107,694

Create Purchase Requisition Item 107,694

107,694

Create Purchase Order Item 107,694

107,694

Print and Send Purchase Order 107,694

107,694

Receive Goods 107,694

107,694

Scan Invoice 107,694

107,694

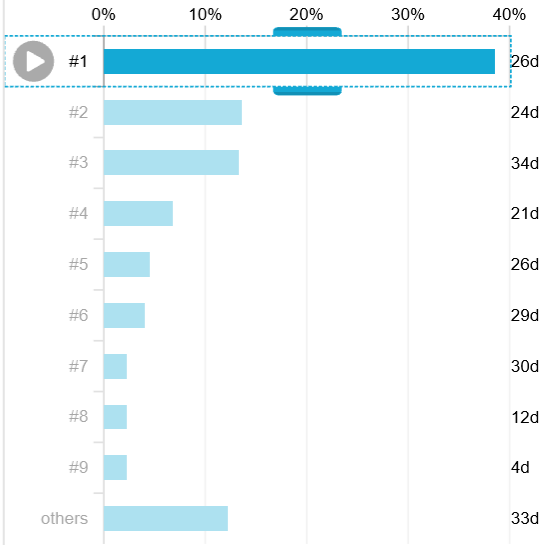
Book Invoice 107,694

107,694

Process End 107,694

Variants

Most common variant | Graph



Less | More

Filter

1 of 564 variants

39% of cases covered

Process | Cases | Overview | Analysis | Benchmark | Details

Purchase-to-Pay Analysis

Purchase Order Items: 279,020

Net Value: $539,180,072

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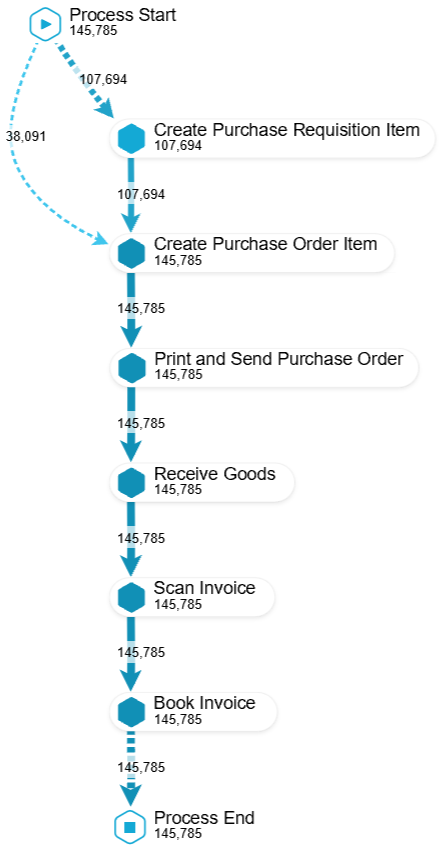
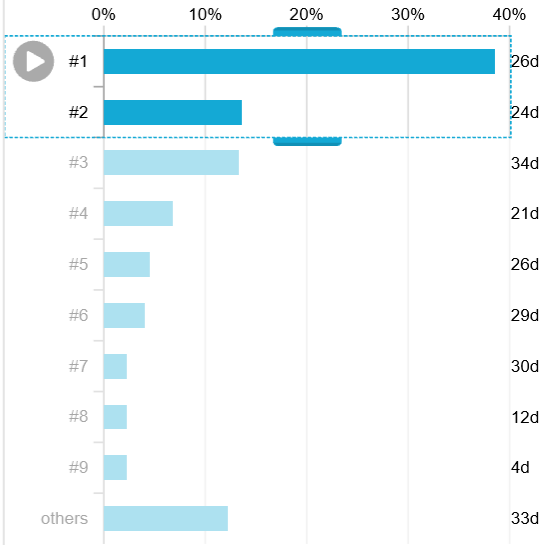


Zoom

Variants

Most common variant

Graph



Less

More

Filter

2
of 564 variants

52%
of cases covered

Purchase-to-Pay Analysis

 # Purchase Order Items: 279,020

Net Value: $539,180,072

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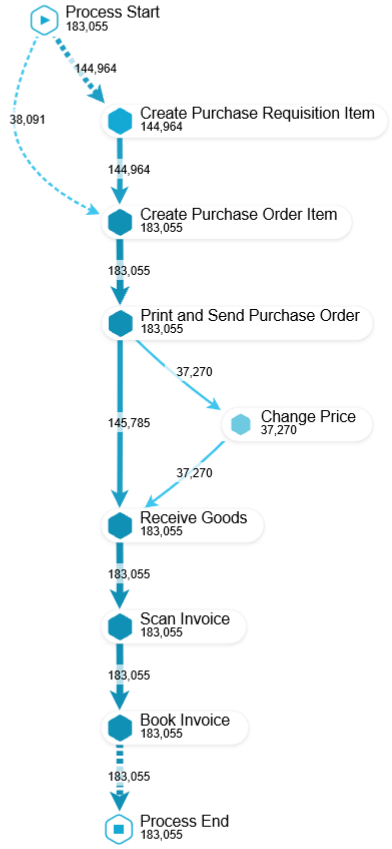
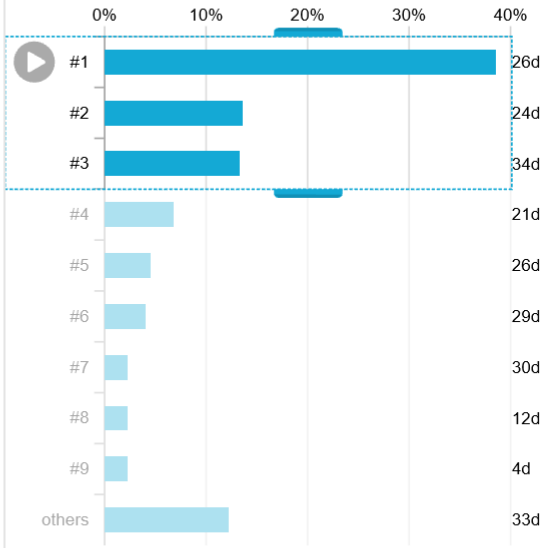


Zoom

Variants

Most common variant

Graph



Less

More

Filter

3
of 564 variants

66%
of cases covered

Purchase-to-Pay Analysis

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Net Value: $539,180,072

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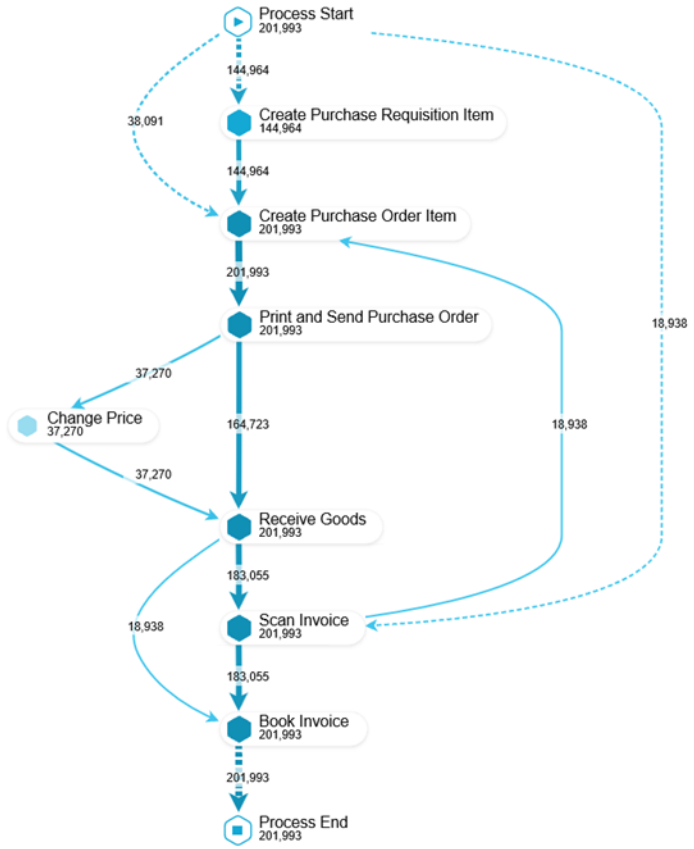

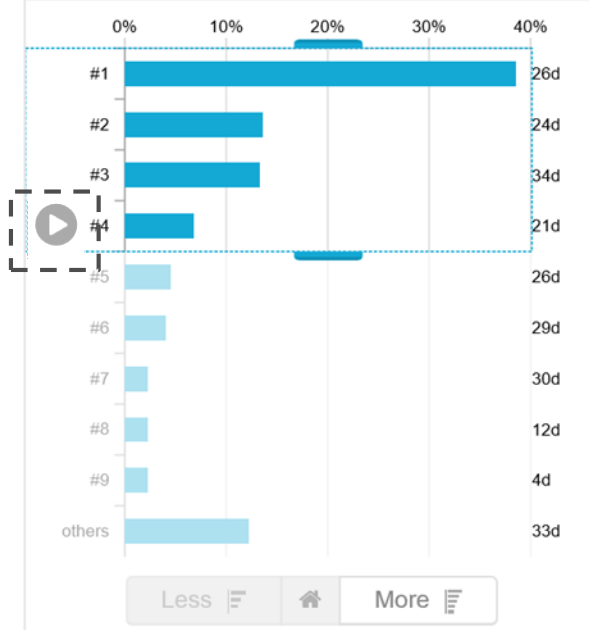

Filter

4 of 564 variants

72% of cases covered

https://sapcloud.celonis.com/#/frontend/documents/8042/view/sheets/333dbdf2-94e5-41

P2P - Purchase-to-Pay Dem...

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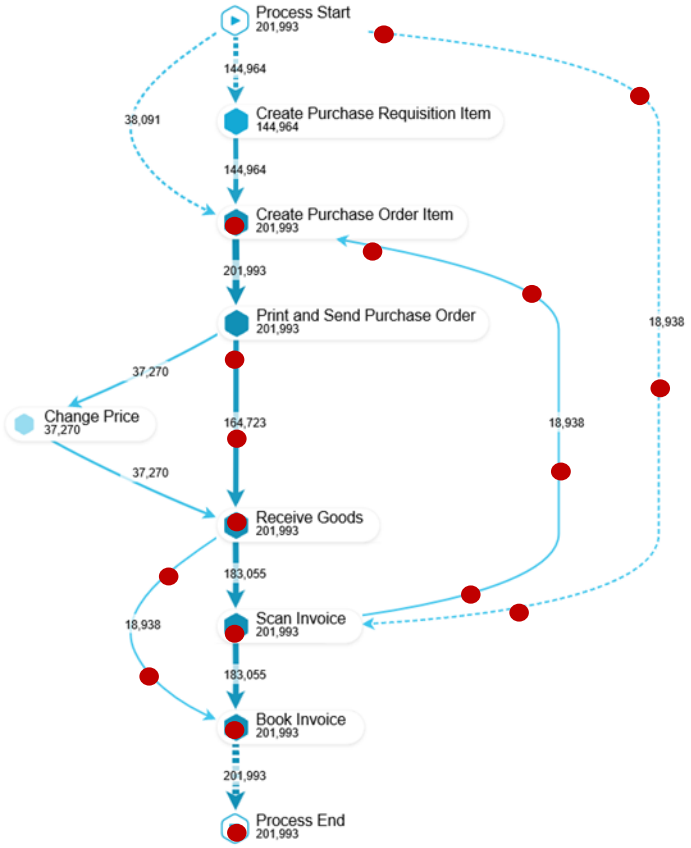
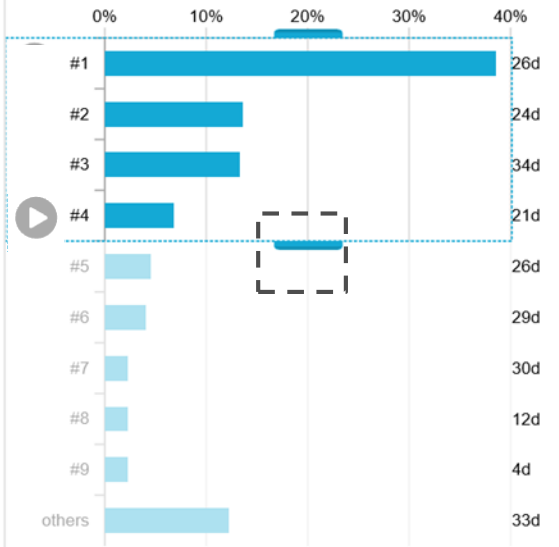


Variants

Most common variant | Graph



Less | More

Filter

4 of 564 variants

72% of cases covered

Process | Cases | Overview | Analysis | Benchmark | Details

Purchase-to-Pay Analysis

 # Purchase Order Items: 279,020

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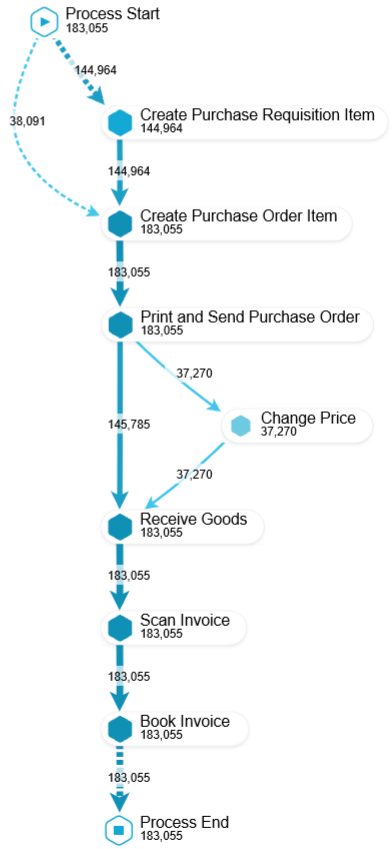
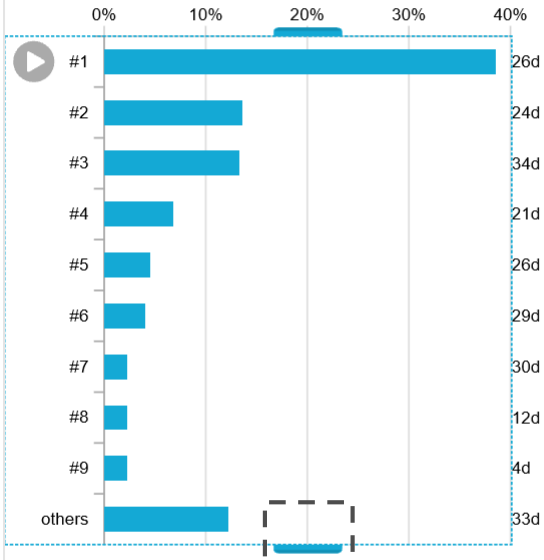


Zoom

Variants

Most common variant

Graph



Less

More

Filter

564
of 564 variants

100%
of cases covered

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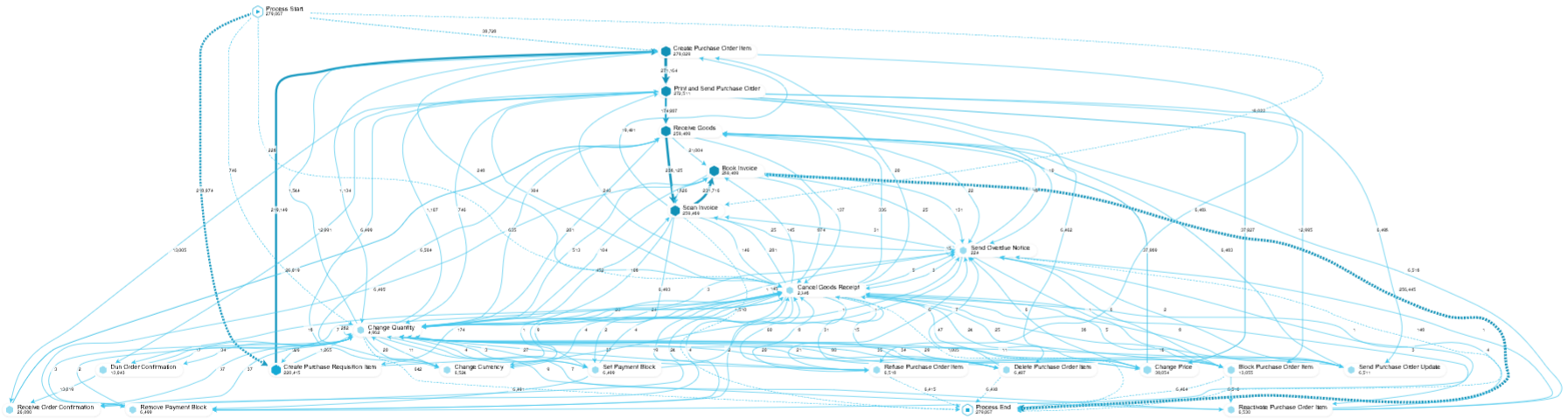
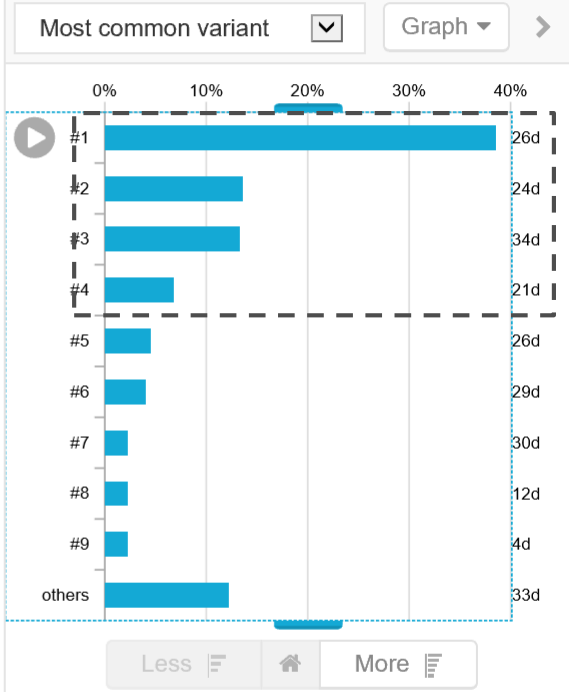
celonis Powered by SAP HANA®





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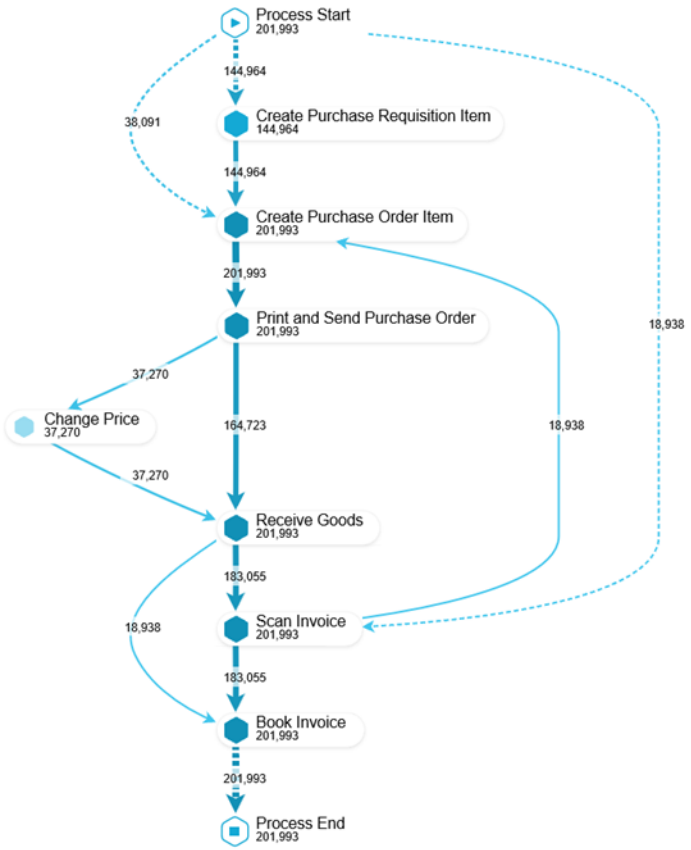
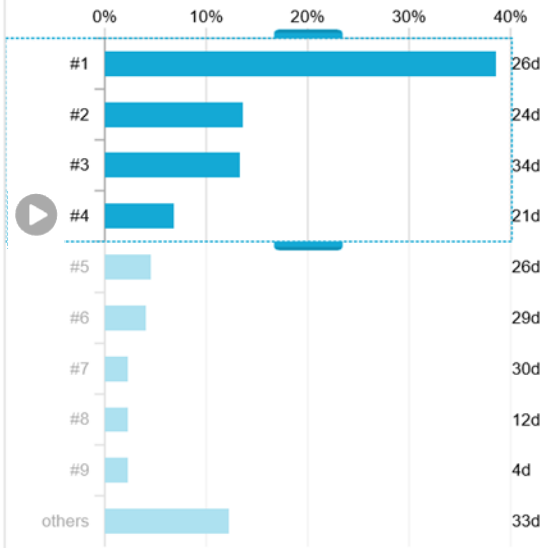


Variants

Most common variant | Graph



Less | More

Filter

4 of 564 variants

72% of cases covered

Process | Cases | Overview | Analysis | Benchmark | Details

Purchase-to-Pay Analysis

Purchase Order Items: 279,020

Net Value: $539,180,072

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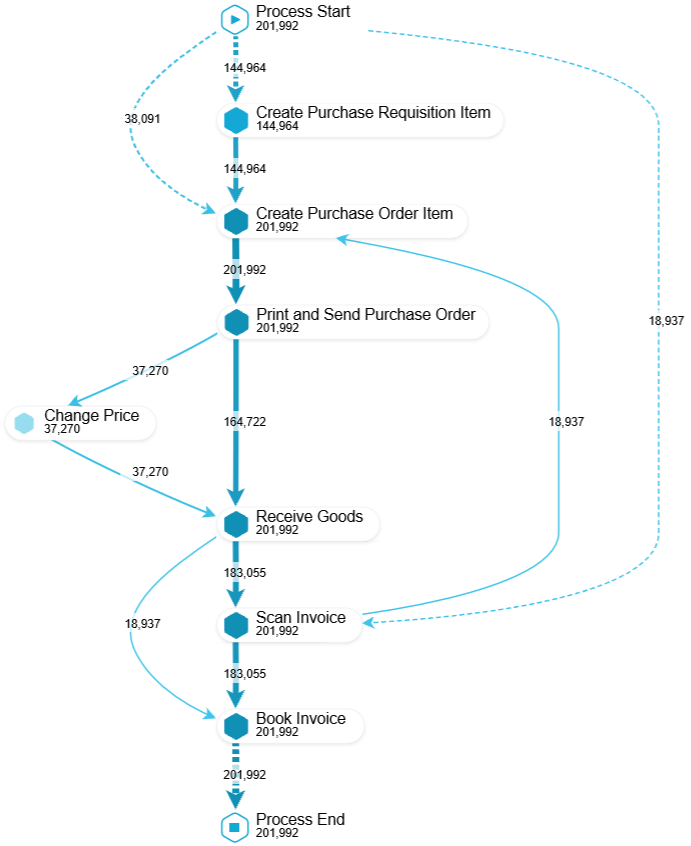
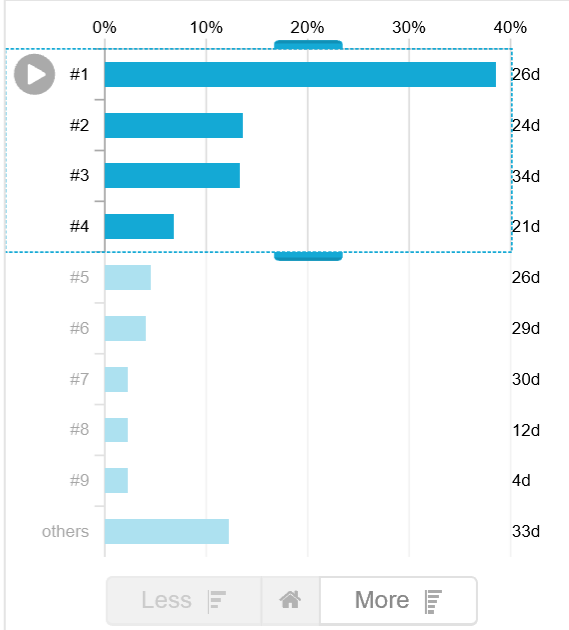
Case Frequency
Activity Frequency
Throughput Time (Median)
Throughput Time (AVG)



Variants



Filter

4
of 564 variants

72%
of cases covered

Purchase-to-Pay Analysis

Purchase Order Items: 279,020

Net Value: $539,180,072

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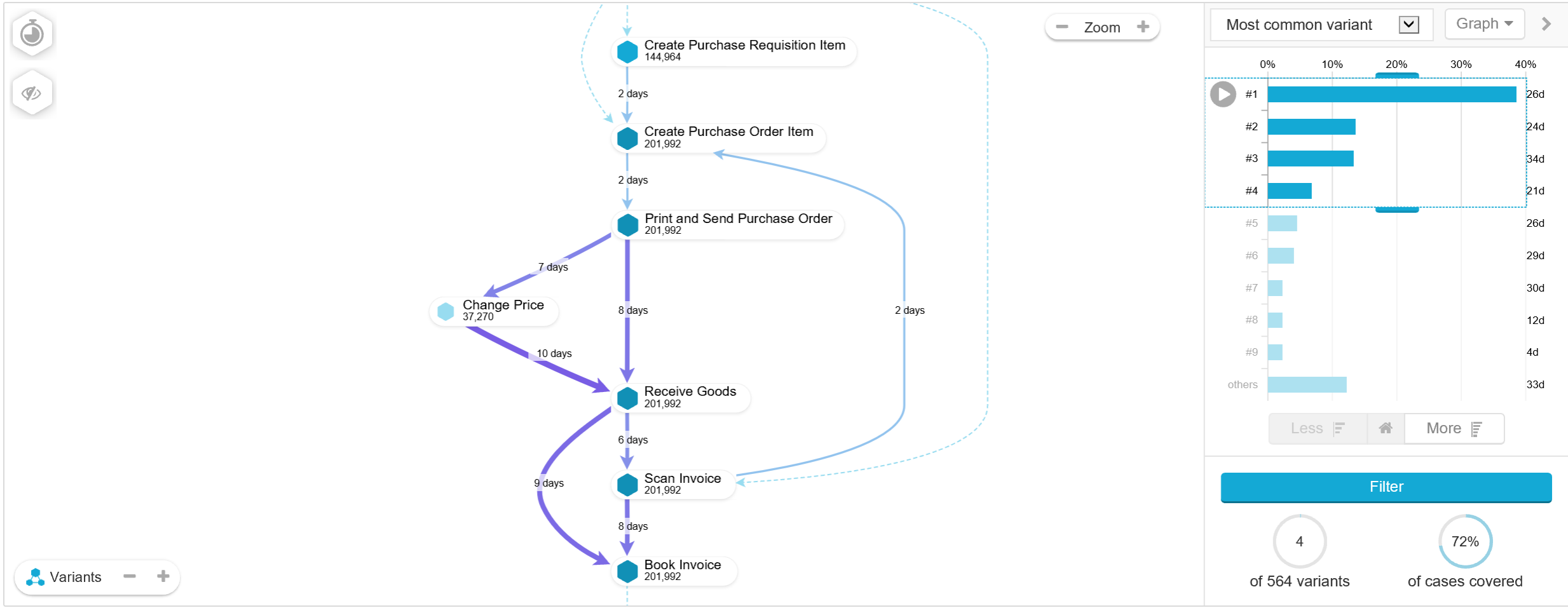

Purchase-to-Pay Analysis

Purchase Order Items: 279,020

Net Value: $539,180,072

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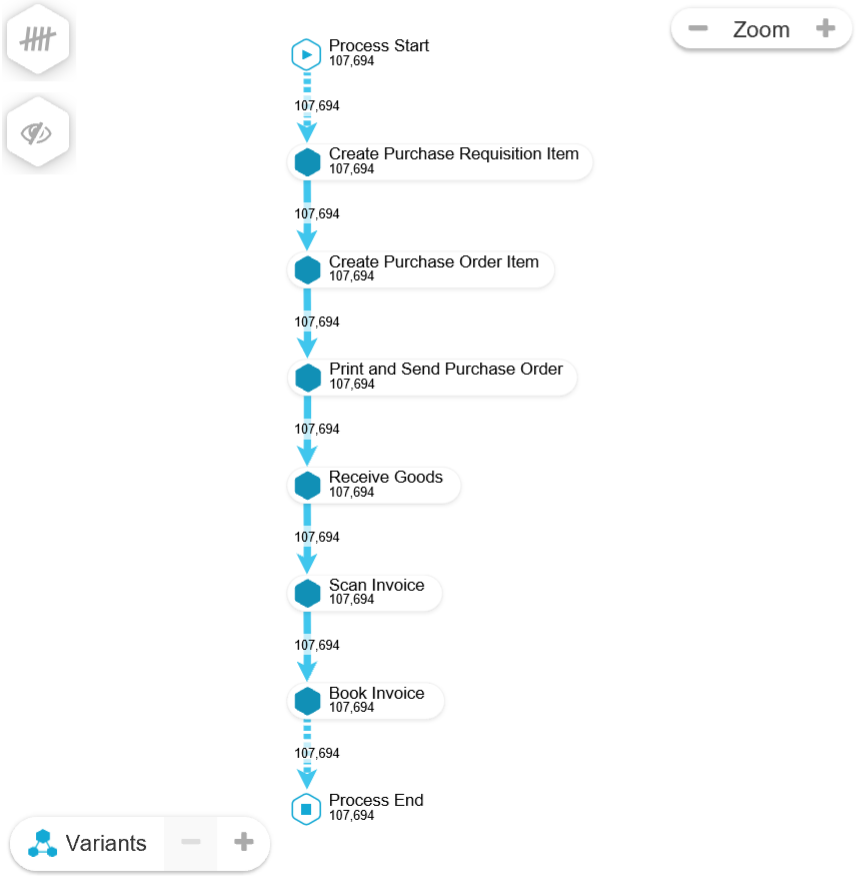
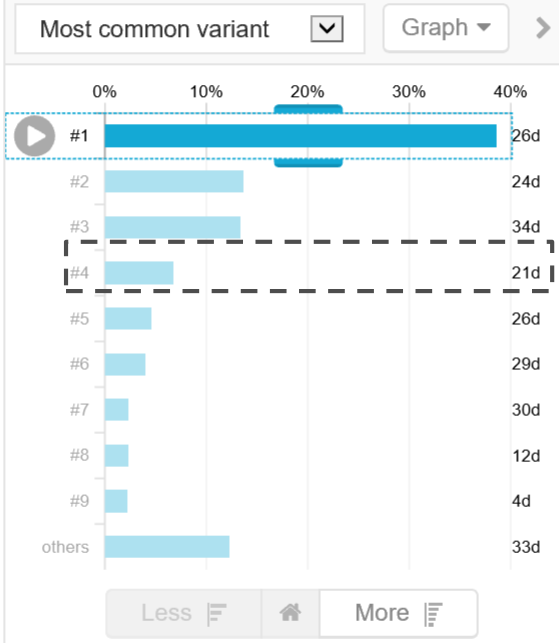
Process explorer



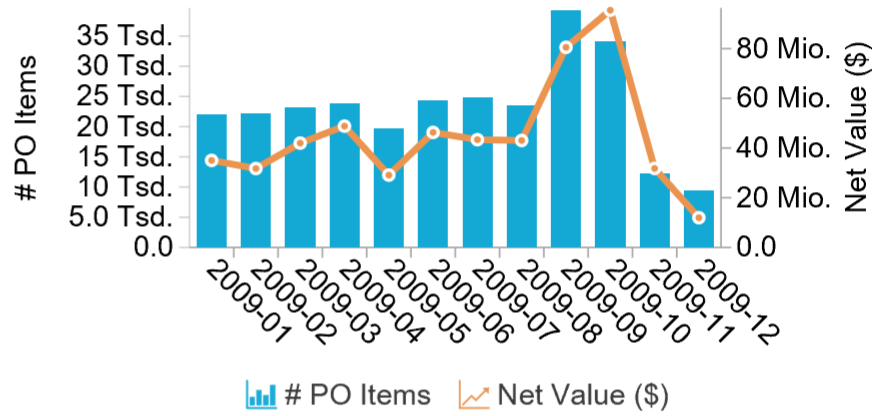


Filter

1 of 564 variants

39% of cases covered

PO Items and Value per Month



Purchasing Organizati...

IDES Deutschland

IDES USA

PO Items by Vendor

Select drilldo...

Vendor	# P...	Net Value
Unisono AG	21,540	$1,994,160
IDES Consumer...	21,366	$2,672,447
Sapsota Compan...	21,300	$464,262
Piccolo GmbH	18,112	$85,915,633
SCT Inc.	17,150	$15,405,267
SKF Americas	15,910	$2,548,715
C.E.B. BARCEL...	15,430	$259,182,...
PAQ Deutschlan...	14,690	$9,639,317
MOBILE Inc.	13,690	$2,558,404

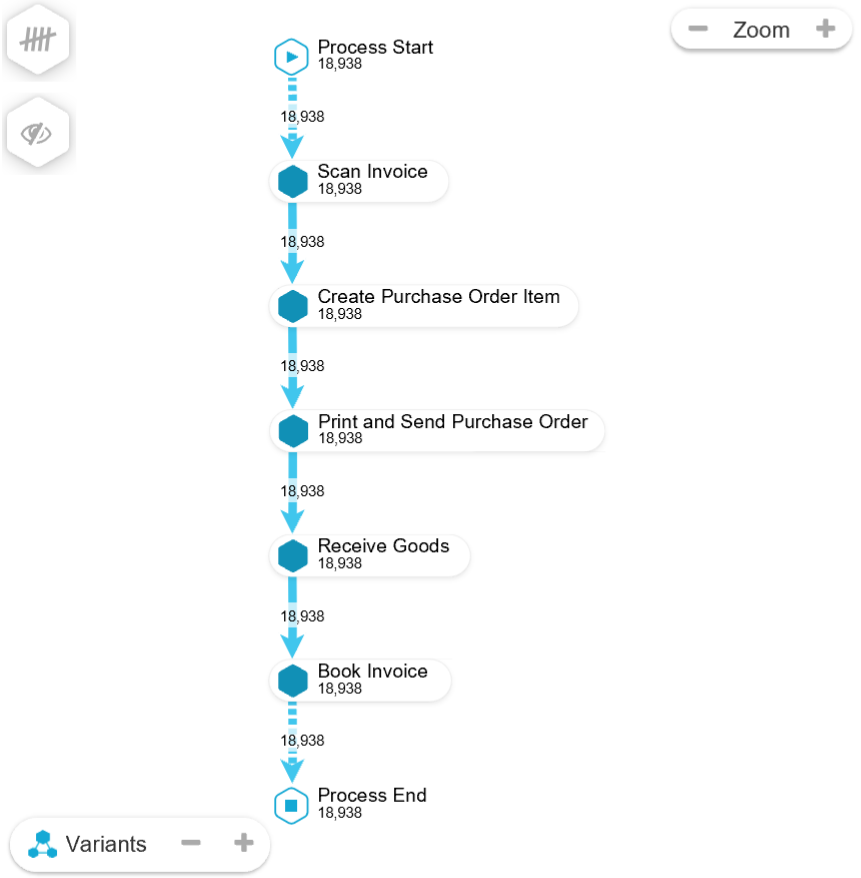
Purchase-to-Pay Analysis

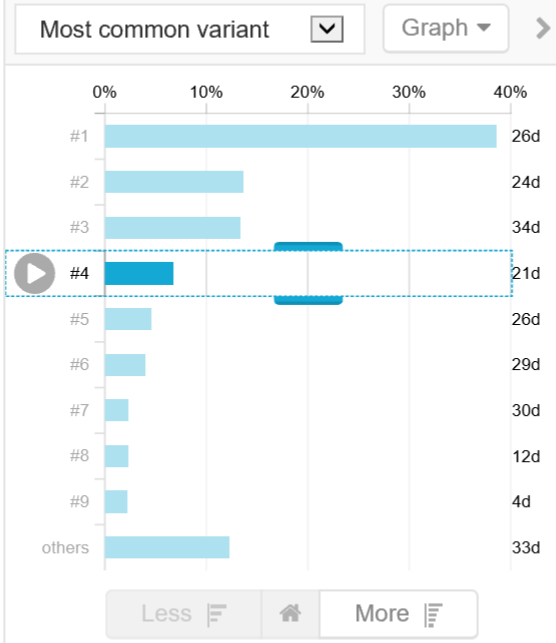
Purchase Order Items: 279,020

Net Value: $539,180,072

Powered by SAP HANA

Process explorer



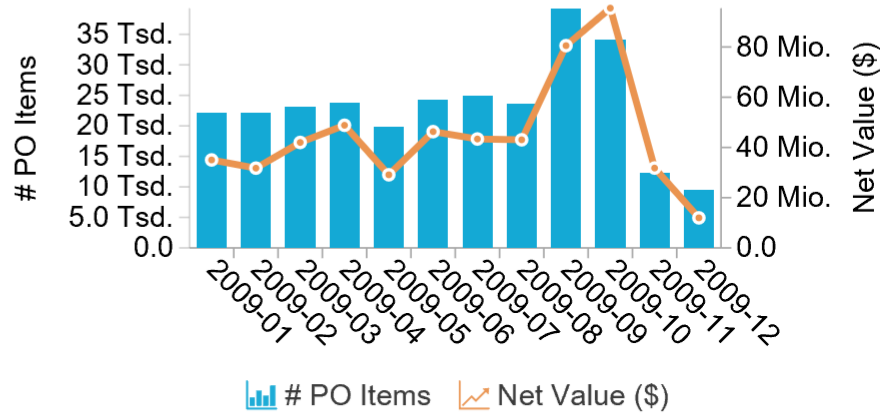


Filter

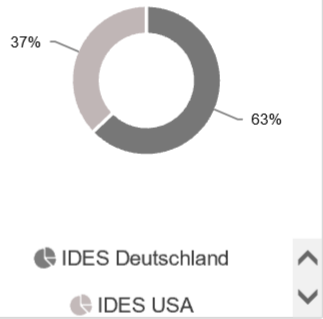
1 of 564 variants

7% of cases covered

PO Items and Value per Month



Purchasing Organizati...



PO Items by Vendor

Select drilldo...

Vendor	# P...	Net Value
Unisono AG	21,540	$1,994,160
IDES Consumer...	21,366	$2,672,447
Sapsota Compan...	21,300	$464,262
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SCT Inc.	17,150	$15,405,267
SKF Americas	15,910	$2,548,715
C.E.B. BARCEL...	15,430	$259,182,...
PAQ Deutschlan...	14,690	$9,639,317
MOBILE Inc.	13,690	$2,558,404

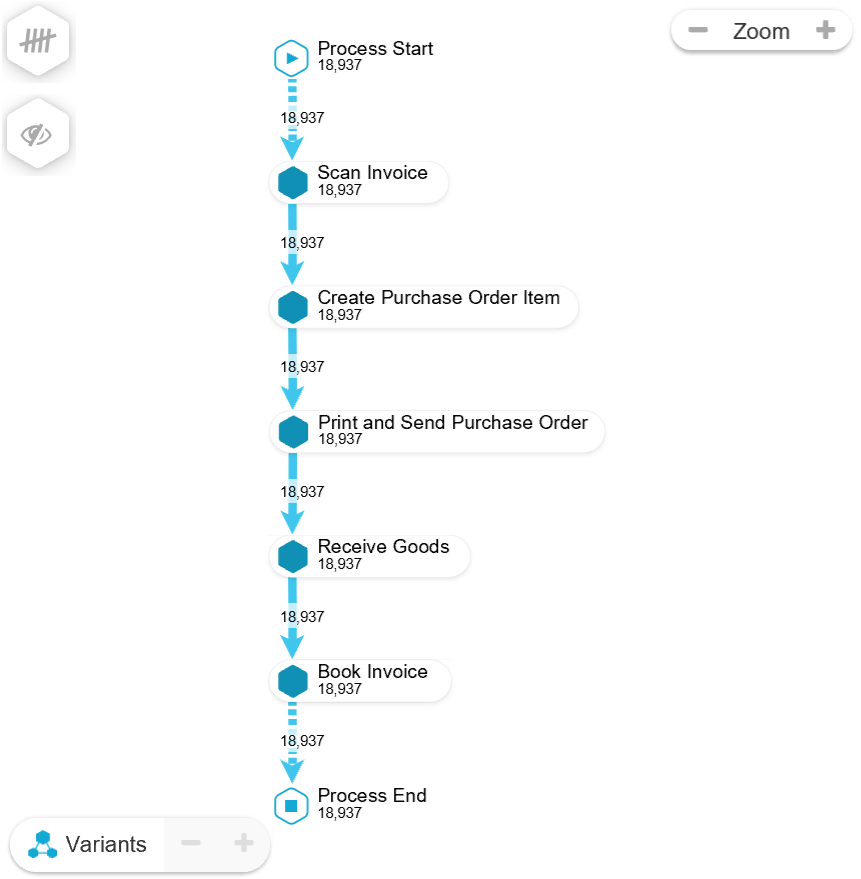
Purchase-to-Pay Analysis

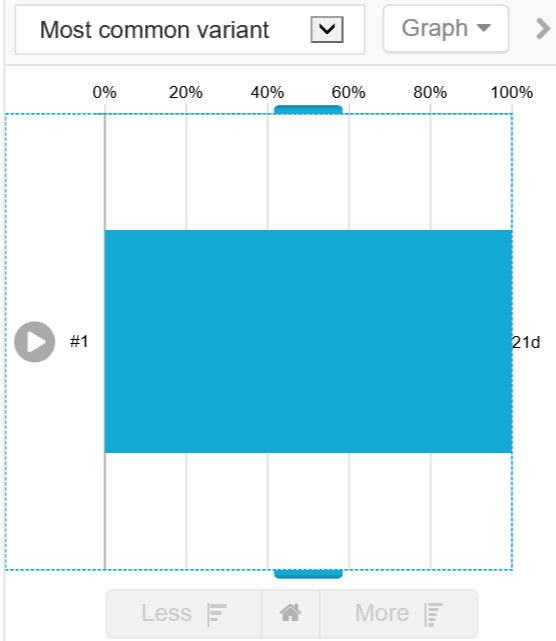
Purchase Order Items: 18,937

Net Value: $56,256,426

Powered by SAP HANA

Process explorer



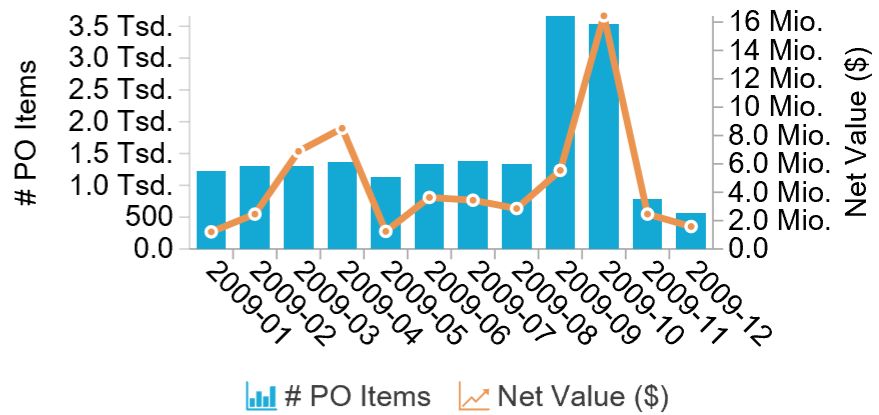


Filter

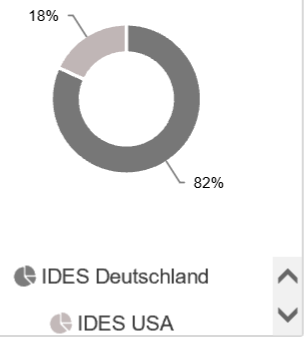
1 of 1 variants

100% of cases covered

PO Items and Value per Month



Purchasing Organizati...



PO Items by Vendor

Select drilldo...

Vendor	# P...	Net Value
IDES Consumer...	1,532	$98,072
Unisono AG	1,532	$171,838
Sapsota Compan...	1,499	$41,278
SCT Inc.	1,219	$1,441,641
SKF Americas	1,136	$655,619
C.E.B. BARCEL...	1,073	$32,993,888
PAQ Deutschlan...	1,037	$487,273
MOBILE Inc.	1,014	$196,321
EGS America	643	$75,898

Purchase-to-Pay Analysis

Purchase Order Items: 18,937

Net Value: $56,256,426

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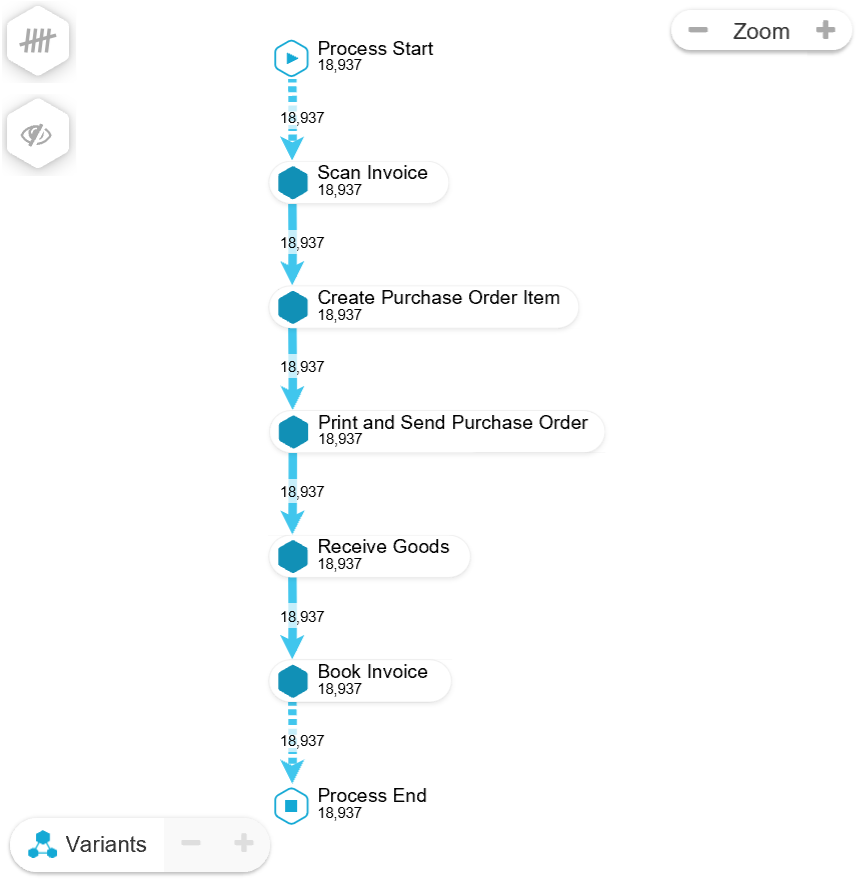
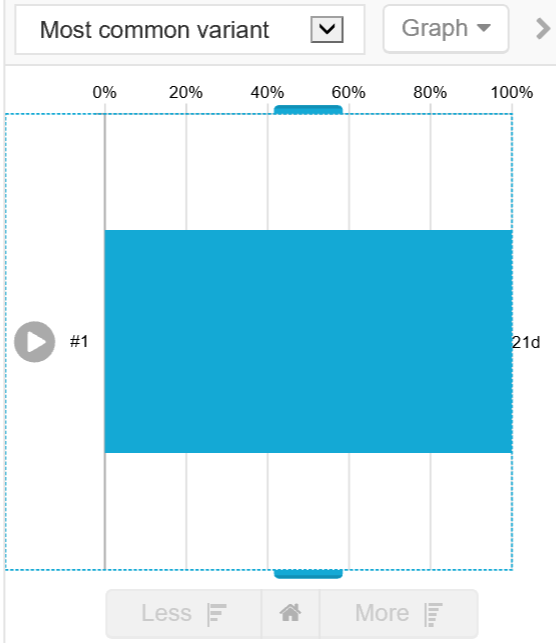
Process explorer



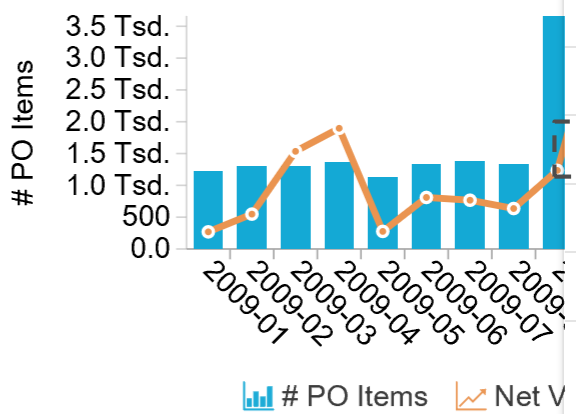


Filter

1 of 1 variants

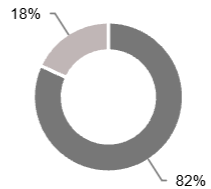
100% of cases covered

PO Items and Value per Month



- Vendor
- Material
- Material Group
- Company Code
- Purchasing Organization
- Document Type
- Purchase Amount

Purchasing Organizati...



IDES Deutschland

IDES USA

PO Items by Vendor

Select drilldo...

Vendor	# PO It...	Net Value
SCT Inc.	1,219	$1,441,641
PAQ Deutschlan...	1,037	$487,273
Allfresh Inc.	576	$166,176
ALVARO F2	6	$20,008
C.E.B. BARCEL...	1,073	$32,993,888
Sapsota Compan...	1,499	$41,278
Grosshandel-Bad...	201	$41,015
IDES Consumer...	1,532	$98,072
Gusswerk US	634	$18,095

Purchase-to-Pay Analysis

Purchase Order Items: 18,937

Net Value: $56,256,426

Powered by SAP HANA

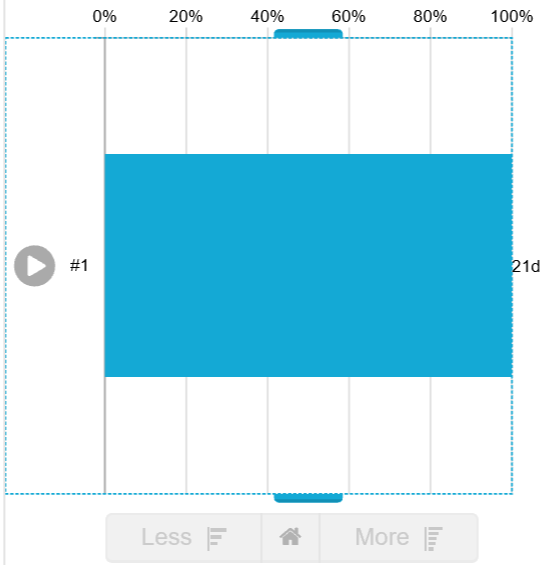
Process explorer

Zoom

Process Start 18,937
18,937
Scan Invoice 18,937
18,937
Create Purchase Order Item 18,937
18,937
Print and Send Purchase Order 18,937
18,937
Receive Goods 18,937
18,937
Book Invoice 18,937
18,937
Process End 18,937

Variants

Most common variant | Graph



Filter

1 of 1 variants

100% of cases covered

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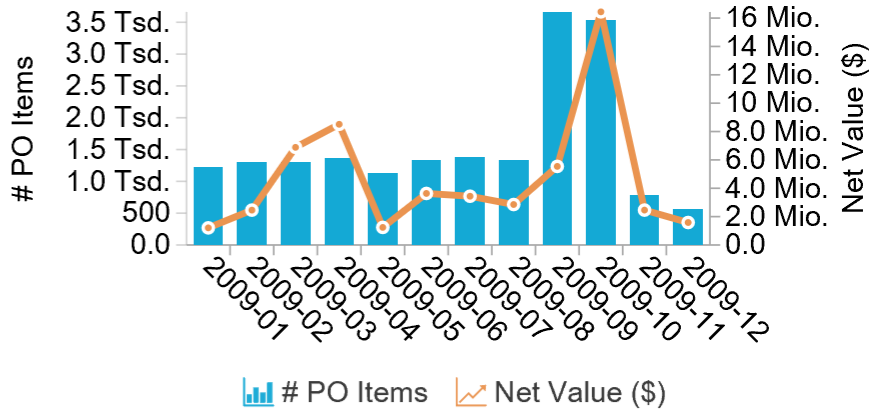
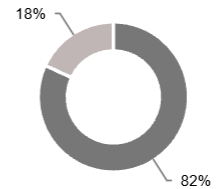


Purchasing Organizati...



IDES Deutschland

IDES USA

PO Items by Company C

Select drilldo...

Company Code	# PO It...	Net Value
1000 - IDES AG	9,103	$54,247,342
R300 - IDES Ret...	3,735	$340,100
2318 - Sdad NO...	23	$1,282
3000 - IDES US I...	3,427	$1,457,944
R100 - IDES Ret...	2,378	$180,620
0005 - IDES AG...	14	$10,947
2310 - Sdad NO...	53	$1,126
2317 - Sdad NO...	15	$92
6000 - IDES Méx...	20	$317

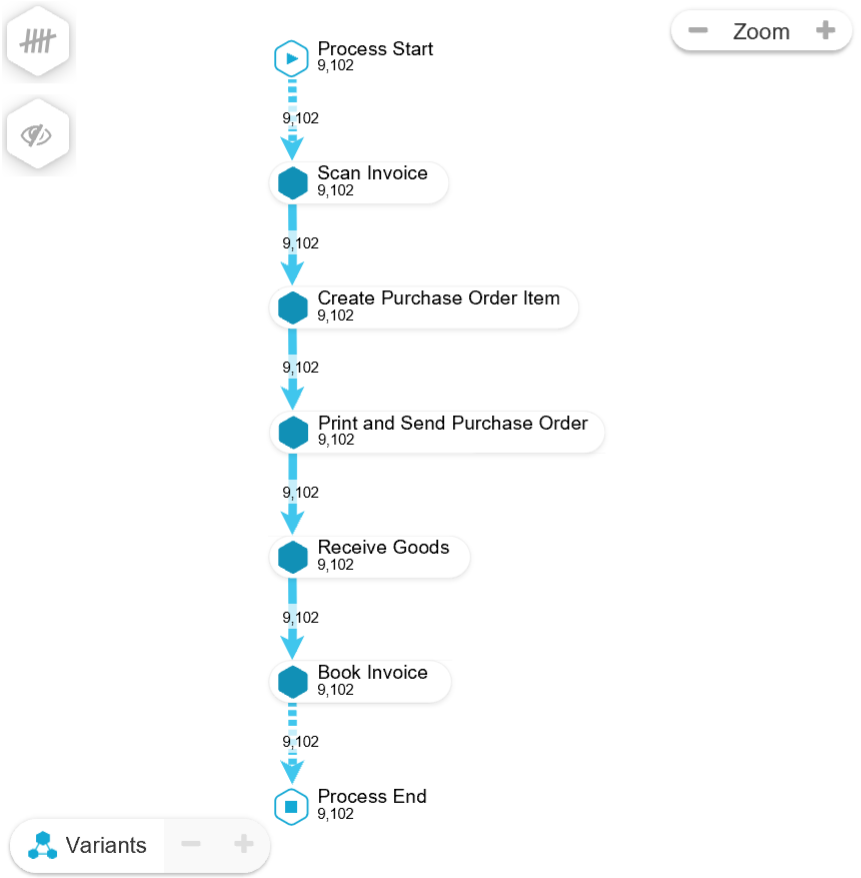
Purchase-to-Pay Analysis

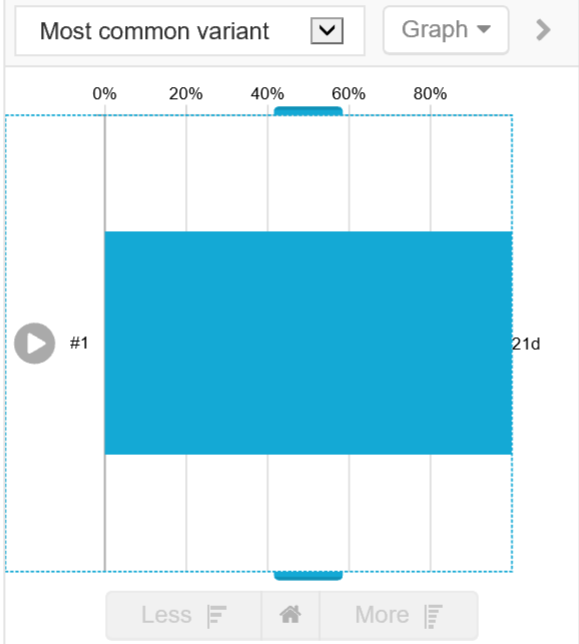
Purchase Order Items: 9,103

Net Value: $54,247,342

Powered by SAP HANA

Process explorer



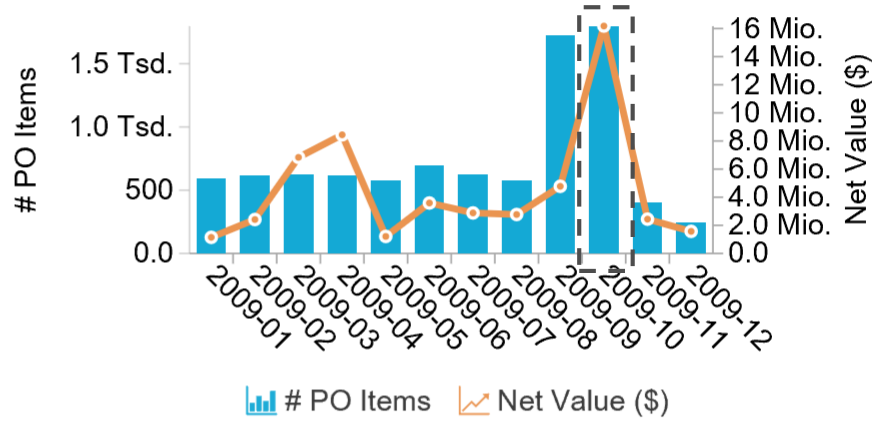


Filter

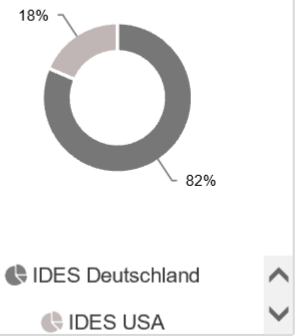
1 of 1 variants

100% of cases covered

PO Items and Value per Month



Purchasing Organizati...



PO Items by Company C

Select drilldo...

Company Code	# PO It...	Net Value
1000 - IDES AG	9,103	$54,247,342

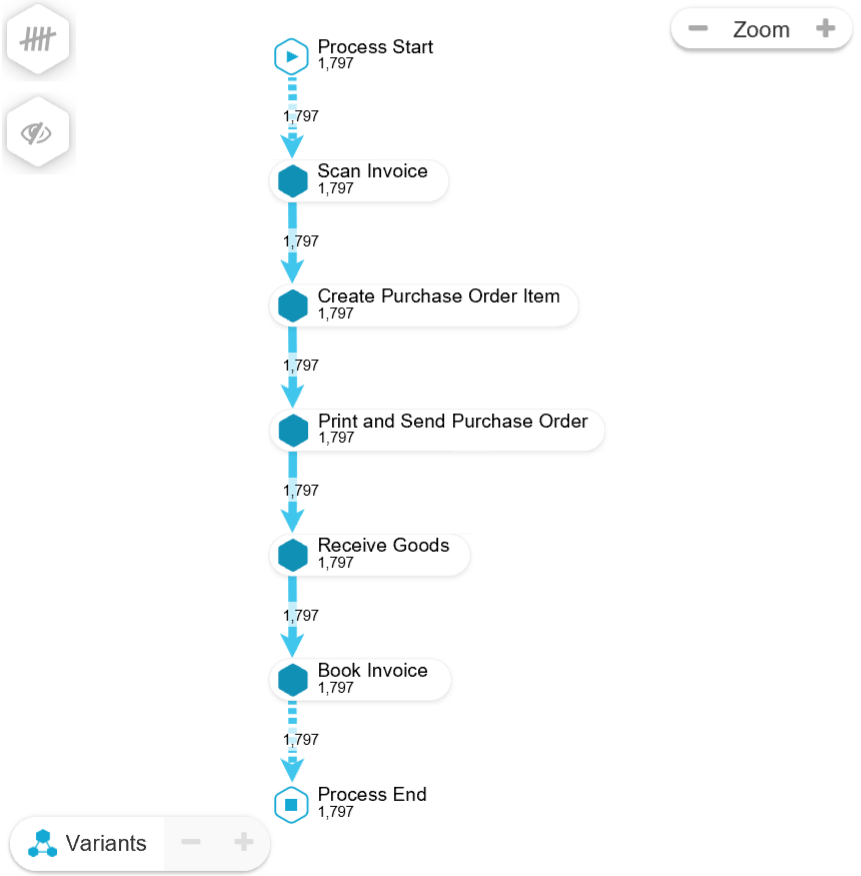
Purchase-to-Pay Analysis

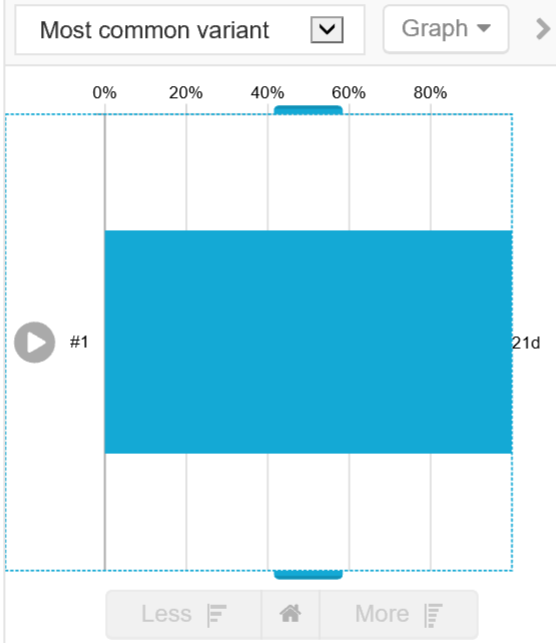
Purchase Order Items: 1,798

Net Value: $16,178,465

Powered by SAP HANA

Process explorer



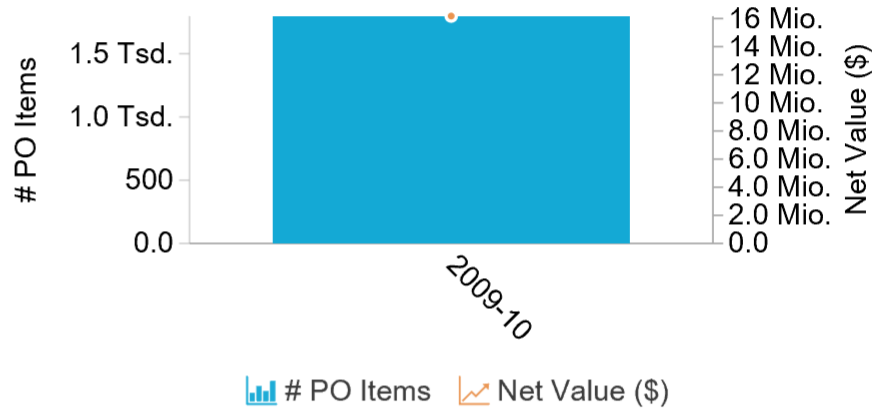


Filter

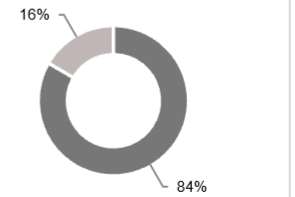
1 of 1 variants

100% of cases covered

PO Items and Value per Month



Purchasing Organizati...



IDES Deutschland

IDES USA

PO Items by Company C

Select drilldo...

Company Code	# PO It...	Net Value
1000 - IDES AG	1,798	$16,178,465

https://sapcloud.celonis.com/#/frontend/documents/8042/view/sheets/3328458d-68e4-4a

P2P - Purchase-to-Pay Dem...

2k of 279k cases selected | 1% | Variant selection: 18937 Cases | Company Code: 1000 - IDES AG | Creation Date: 2009-10-01 00:00 | Reset selections

Purchase-to-Pay Analysis

Purchase Order Items: 1,798

Net Value: $16,178,465

celonis Powered by SAP HANA

Process explorer

Zoom

Process Start 1,798
1,798
Scan Invoice 1,798
1,798
Create Purchase Order Item 1,798
1,798
Print and Send Purchase Order 1,798
1,798
Receive Goods 1,798
1,798
Book Invoice 1,798
1,798
Process End 1,798

Variants

Most common variant | Graph

0% 20% 40% 60% 80% 100%

#1 21d

Less | More

Filter

1 of 1 variants

100% of cases covered

PO Items and Value per Month

PO Items

1.5 Tsd.
1.0 Tsd.
500
0.0

2009-10

PO Items | Net V

- Vendor
- Material
- Material Group
- Company Code
- Purchasing Organization
- Document Type
- Purchase Amount

Purchasing Organizati...

16%

84%

IDES Deutschland

IDES USA

PO Items by Company C

Select drilldo...

Company Code	# PO It...	Net Value
1000 - IDES AG	1,798	$16,178,465

Process | Cases | Overview | Analysis | Benchmark | Details

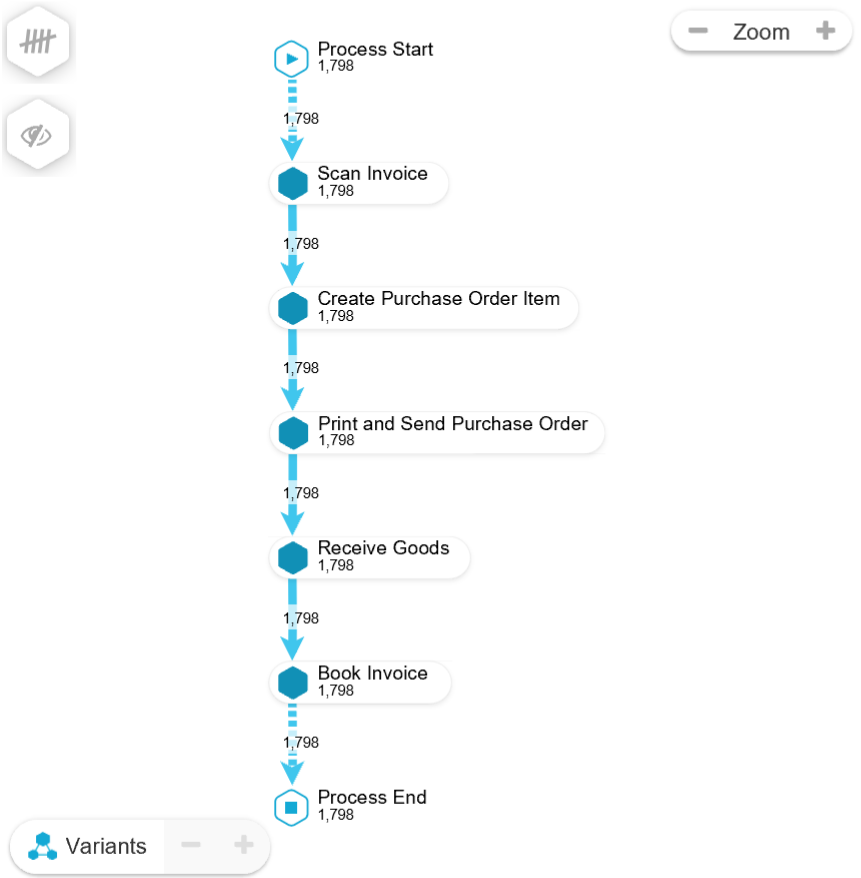
Purchase-to-Pay Analysis

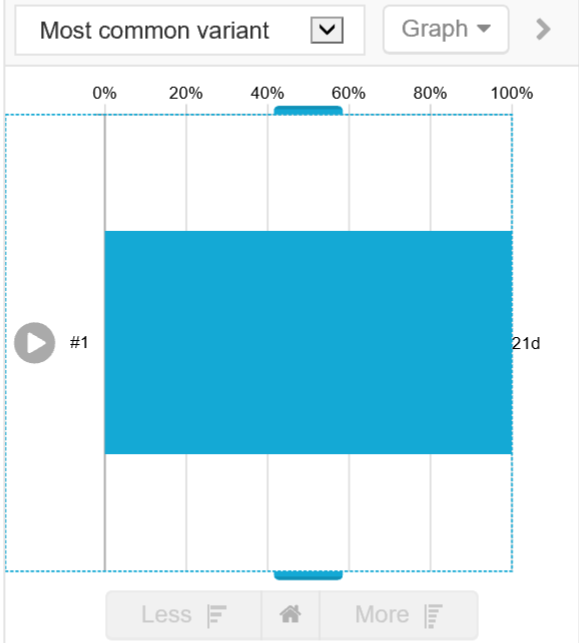
Purchase Order Items: 1,798

Net Value: $16,178,465

Powered by SAP HANA

Process explorer



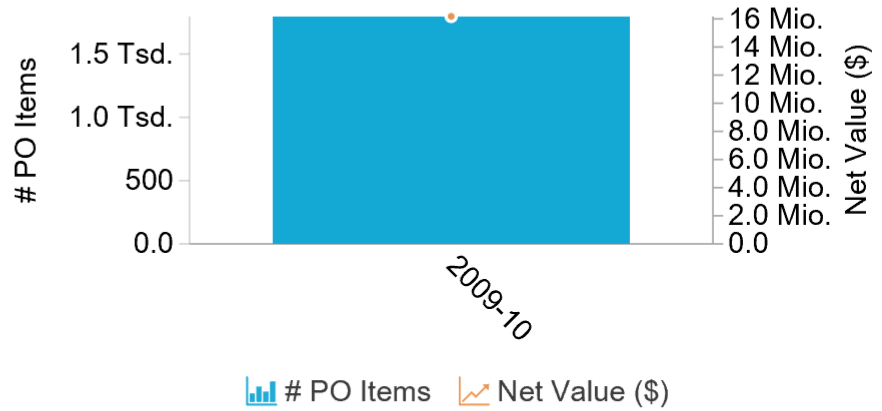


Filter

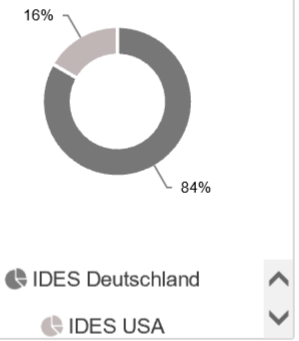
1 of 1 variants

100% of cases covered

PO Items and Value per Month



Purchasing Organizati...



PO Items by Material Gro

Select drilldo...

Material Group	# PO It...	Net Value
001 - Metal proce...	595	$9,852
00207 - Monitors	429	$11,823,969
006 - Office mate...	26	$4,242
003 - Bulbs	219	$4,260,079
00202 - Motherb...	27	$1,291
004 - Chemicals	100	$1,164
00210 - Input De...	75	$3,931
0201 - Motorcycles	27	$41,054
008 - Packaging	61	$467

Significant Value Creation and Quick ROI

>200 customers are already saving millions with Celonis

Value Creation

- Remove Inefficiencies
- Increase Automation
- Create Transparency
- Reduce Complexity
- Monitor Processes and Compliance

Client Experience

vodafone, ABB, SIEMENS, RWE, Nestlé, DOW, REWAG (Immer für Sie nah!), Roche, BAYER, acea energia, AIRBUS

Results Delivered To Date

- **$4.1 m** Improve Market Communication
- **$19.0m** Eliminated Material Flow Loops
- **>$20 m** Aggregate Divisional Savings in P2P Process
- **$12.4 m** Avoided Manual Changes of Sales Order Items
- **$8.0m** Optimized Supply & Distribution Routes
- **$7.3 m** Avoid Unnecessary "Contract Cancellations"
- **$6.8m** Avoid Invoice Blocks

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Summary: 3 Practical ways to plan and deliver value with S/4HANA:

- ✓ **Step 1. Understand the S/4HANA value possibilities.**
  - SAP Whitepapers (here).
- ✓ **Step 2. Prepare your own specific journey and business case.**
  - SAP's Transformation Navigator
  - SAP Value Discovery Services
- ✓ **Step 3. Identify the before and after business process benefits.**
  - SAP Process Mining by Celonis

- ✓ The benefits are tangible.
- ✓ The business case is compelling.
- ✓ Business users are delighted.
- ✓ You have a simpler system to manage.

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Thank you.

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