The Guide for the Perplexed: The Different Sourcing and Purchasing Tools in SAP S/4HANA

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In This Session

SAP S/4HANA has multiple sourcing and procurement tools and each may be suitable for different business situations. Do not miss this opportunity to discuss the different tools (SAP Ariba, SAP SRM, SAP Sourcing, SAP ERP Outline Agreement, SAP ERP Purchasing) and their best-fit business situations, so that they will be properly deployed and not misused.

You will:

- Explore effective strategies and use cases for SAP Ariba, SAP Sourcing, SAP ERP Outline Agreement, and SAP ERP Purchase Order.
- Review the next steps for SAP SRM (Currently end of life is schedule for 2027).

Agenda

- Purchasing types:
  - Direct Materials Purchasing
  - Indirect Materials Purchasing
  - Services Purchasing
- SAP SRM
- SAP S/4HANA "Regular" Purchasing
- SAP Ariba
- Central Procurement
- Sourcing and Contract Management
- Wrap Up

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Purchasing Types – Direct Materials

- Direct materials are those materials and supplies that are consumed during the manufacture of a product, and which are directly identified with that product. Items designated as direct materials are usually listed in the bill of materials file for a product. The bill of materials itemizes the unit quantities and standard costs of all materials used in a productand may also include an overhead allocation.

- The direct materials concept includes any scrap and spoilage incurred during the manufacturing process. Scrap is the excess unusable material remaining after a product has been manufactured. Spoilage is goods that are damaged.

- Direct materials do not include any materials that are consumed as part of the general overhead of a business. For example, the air filters used in the ventilation system of a manufacturing facility are not direct materials; they are instead included in manufacturing overhead. Conversely, the wood used to construct furniture that is to be sold is classified as direct materials.

Purchasing Types – Direct Procurement

- Direct procurement is the process of acquiring the products, supplies, goods and services you need for your core business activity.

- Direct procurement, in essence, is about acquiring those essential products and services that make their way right to your end customers with some processing.

- It deals with the inputs that form the backbone of what your organization offers.

- Some examples of direct procurement include:

- a baker buying the flour for making bread

- a construction company making an order for the cement and blocks for an ongoing project

- a fabric factory ordering textiles and cloth materials for processing and sewing down the line

- Note: Direct procurement features mostly in physical manufacturing industries where direct raw materials are processed into physical products.

Purchasing Types – Indirect Materials

- Indirect materials are goods that, while part of the overall manufacturing process, are not integrated into the final product. For example, disposable gloves, personal protective equipment, tape, etc., may be essential to a production line, but they are not part of the actual product created on that line.

- When cost savings take priority, it's important to control spending and compliance by using a unified source-to-pay (S2P) platform for indirect materials.

- Among S2P platforms, cloud-native ones offer the best functionality: they are easy to set up, deploy, learn and use, and they offer real-time, end-to-end visibility.

Purchasing Types – Indirect Procurement

- Indirect procurement also known as indirect spend, deals with acquiring products and services that support a business's operations, albeit in a non-essential role. These indirect supplies include office supplies & stationery, decorations, etc.

- Indirect supplies are, in their own way, still essential to your organization. But they don't exert any direct input into the finished products and services you deliver to your customers. Rather, they play a supporting role to ensure that the process of turning direct supplies into finished goods goes smoothly.

- Some example of indirect supplies includes:

  - SaaS subscriptions, e.g. Slack, Asana, Kissflow

  - employee development resources, e.g. books

  - office decorations,

  - office equipment such as laptops & personal computers.

- Indirect supplies are more pronounced in digital fields where there are no tangible goods, but mostly services delivered to customers.

Purchasing Types – Services Purchasing

- Services procurement is the activity of hiring (and managing) service providers who deliver people-based services to an enterprise – technical consulting companies, specialty service agencies, or maintenance companies, for example. These companies are typically contracted to do project-based work via a statement of work (SOW.)

- Services procurement is critical because a large part of today's external workforce, or services and labor are engaged outside of standard full-time employee contracts.

Purchasing Types – Direct Vs. Indirect Procurement

Direct procurement	Indirect procurement
Impacts the finished product and the company's bottom line.	Helps run the daily operations of a business.
Essential to the business	Not very critical to businesses
Direct procurement materials become a part of the finished product	Indirect procurement items have nothing to do with the finished product
Usually procured in large quantities with less frequency	Usually procured in small quantities with high frequency
High priority and high percentage of the company's cost are allotted	Low priority and is often overlooked
Egs: Cement for construction, purchasing flour for bread, and fabric for clothes	Egs: Stationery and office supplies.

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SAP SRM

- SAP SRM (Supplier Relationship Management) is an SAP product that facilitates the procurement of goods via a web-based platform. Organizations can procure all type of products like direct and indirect material, services and this can be integrated with SAP ERP modules and other non-SAP backend systems for accounting and planning.

- SAP SRM allows you to optimize your procurement process to work effectively with suppliers to get long term benefits and also to perform forecasting, procurement cycle and to work with partners. You can reduce the time span and costing of procurement cycle using innovative methods to manage business processes with key suppliers.

- SAP SRM supports the full procurement cycle, i.e., starting from source and purchase to pay through complete procurement process with suppliers and effectively managing supplier to build long-term relationship.

- SAP SRM helps you to emphasize supplier performance management and helps you to streamline the procurement operations, put compliance with contracts and purchasing policies, and improve overall cost management and expenditure.

SAP SRM – Technical Benefits

- Following are the technical benefits of SAP SRM –

- Live Auction Cockpit to perform real time monitoring and bidding process in procurement process.

- SAP NetWeaver Business Intelligence to perform data warehousing, analytics and web-based reporting.

- Easy transactions between SAP SRM and online transaction processing system OLTP.

- SAP bidding engine to create quotations and to process them..

SAP SRM – End of Life Approaches

1. **Use SAP S/4HANA -** You can keep operating as you are, at least until 2027. You may even be able to transition to SAP S/4HANA or another modern or cloud environment. However, you will still have to address SAP SRM end of life when it is no longer supported. Future security vulnerabilities won't be patched if they're discovered, and functionality and performance may decline.

2. **Use SAP Ariba -** SAP offers the option of using Ariba Buying, entering data via the Ariba catalog for purchase requisitions and purchase orders to be executed in SAP S/4HANA. This requires a license for SAP Ariba, however, in addition to other SAP solutions you use.

SAP SRM – End of Life Approaches

- Some processes are not offered in the Digital Core by SAP (S/4HANA) or only to a limited extent. As a result, IT managers will have to implement their processes with hybrid approaches (on-premise and cloud) in the future. Similar to a hybrid car, two different technologies work in tandem to achieve the best possible results.

- In practice, for most business transactions this means that sub-processes must be mapped either in SAP S/4HANA Digital Core, in the Ariba Cloud or Ariba Network. In "Guided Buying", for example, the user starts with "Ariba Buying" and enters the process via the Ariba catalogue. The purchase requisition and purchase order are carried out in SAP S/4HANA. Ariba then maps the cooperation with the vendor, while everything related to goods and invoice takes place in SAP S/4HANA. Companies benefit from the strengths of both solutions: SAP S/4HANA offers immediate insights with real time and dynamic planning and analysis. Ariba offers a comprehensive solution for catalog-, offer-, sales- and invoice management including compliance and tender processing as well as the world's largest B2B marketplace.

- The combination creates a hybrid model that optimally maps purchasing processes with standard SAP functions. In this way, complex processes remain maintainable and companies benefit from the latest releases at all times. Further advantages are real-time monitoring and exception management for quality deviations, consistent traceability and lower inspection costs.
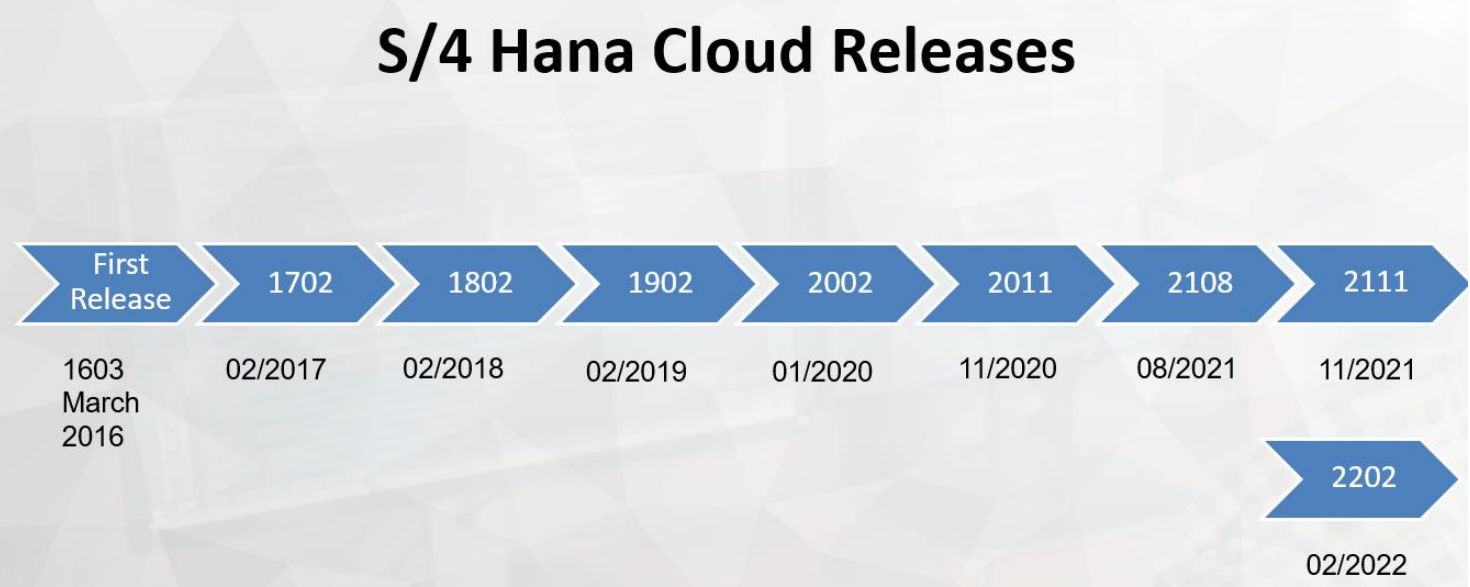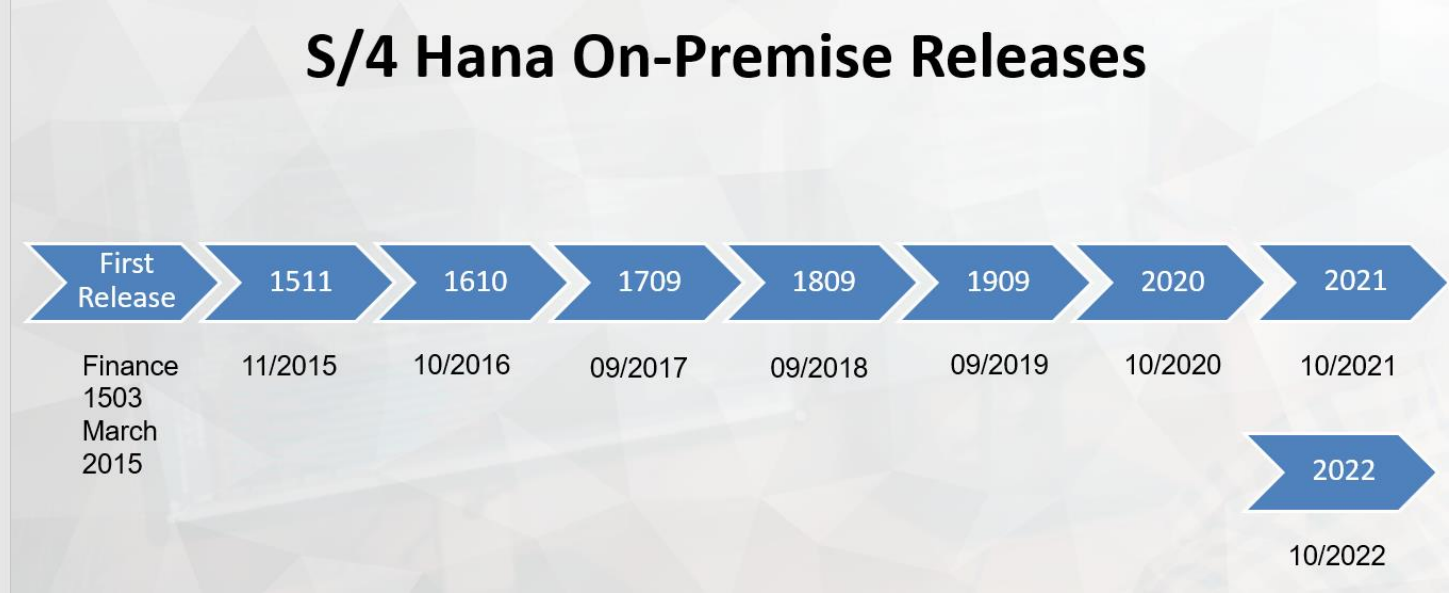
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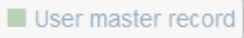# Introduction

- Most procurement processes in SAP S/4HANA work very similar to SAP ERP, when comparing the processes enabled by SAP GUI (Graphical User Interface). This makes transitioning from SAP ERP to SAP S/4HANA easier, when using the approach of a system conversion. You can decide the level of change you want to include. A move has to include the must changes. This allows you to manage the speed of change by introducing changes step by step and focusing on those that are adding business value by improving current practices. A side effect is that the initial investment is protected, and the project can focus on the technical transition.

- The approach of focusing on the technical transition has one major downside. This approach limits the value add of the project. We see that more and more businesses are questioning this approach and want to see value for the money spent. It is therefore great to see that the conversation has moved on from a pure technical discussion. The focus has shifted to include and show change by adopting innovations and making sure the business can take advantage of new features and functions in the future. A central part of the adoption of innovation is the introduction of SAP Fiori.

SAP S/4HANA On-Premise (Yearly) and Cloud (Quarterly) Releases

S/4 Hana On-Premise Releases

First Release	1511	1610	1709	1809	1909	2020	2021
Finance 1503 March 2015	11/2015	10/2016	09/2017	09/2018	09/2019	10/2020	10/2021

2022
10/2022

S/4 Hana Cloud Releases

First Release	1702	1802	1902	2002	2011	2108	2111
1603 March 2016	02/2017	02/2018	02/2019	01/2020	11/2020	08/2021	11/2021

2202
02/2022

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SAP Fiori Shows ONLY the application that a user has roles for

Role Assignments

	Status	Role	Ty...	Start Date	End Date	Short Role Description	Indir...
☐	🟩	SAP_MM_GOODS_ISSUE_APP	🔁	28.01.2020	31.12.9999	Goods Issue Fact Sheet	=
☐	🟩	SAP_MM_GOODS_RECEIPT_APP	🔁	28.01.2020	31.12.9999	Goods Receipt Fact Sheet	=
☐	🟩	SAP_MM_IM_GOODS_MOVEMENTS	🔁	28.01.2020	31.12.9999	Goods Movement	=
☐	🟩	SAP_MM_IM_INVENTORY_CONTROL	🔁	28.01.2020	31.12.9999	Physical Inventory	=
☐	🟩	SAP_S_RFCACL	🔁	30.01.2020	31.12.9999	Role acc.to profile S_RFCACL	=
☐	🟩	SAP_UI2_FIORI_CATALOGS_READ	🔁	19.11.2019	31.12.9999	Read Authorization of Fiori Catalogs	=
☐	🟩	ZFIORI1	🔁	19.11.2019	31.12.9999	ZFIORI1	=
☐	🟩	ZFIORI2	🔁	19.11.2019	31.12.9999	ZFIORI2	=
☐	🟩	ZFIORI_MASTER_DATA	🔁	19.11.2019	31.12.9999	ZFIORI1	=
☐	🟩	ZRFCACL	🔁	30.01.2020	31.12.9999	RFC CALL	=
☐	🟩	ZSAP_BPC_RFCACL_DEVELOPER	🔁	30.01.2020	31.12.9999	Authorization assigned to profile S_RFC_TRUST for IH...	=
☐	🟩	ZSAP_S_RFCACL	🔁	30.01.2020	31.12.9999	Role acc.to profile S_RFCACL	=
☐	🟩	Z_FIORI_AUTHORIZATION	🔁	19.11.2019	31.12.9999	Authorization for Fiori	=
☐	🟩	Z_FIORI_HOME	🔁	19.11.2019	31.12.9999	Fiori Home Tiles	=
☐	🟩	Z_FIORI_UI2_LAUNCHPAD	🔁	19.11.2019	31.12.9999	UI2 LAUNCHPAD PERMISSIONS	=
☐	🟩	Z_SAP_QAP_RFCACL	🔁	30.01.2020	31.12.9999	for using Trusted RFC Connections	=

SAP Fiori Application consists of 3 types of apps
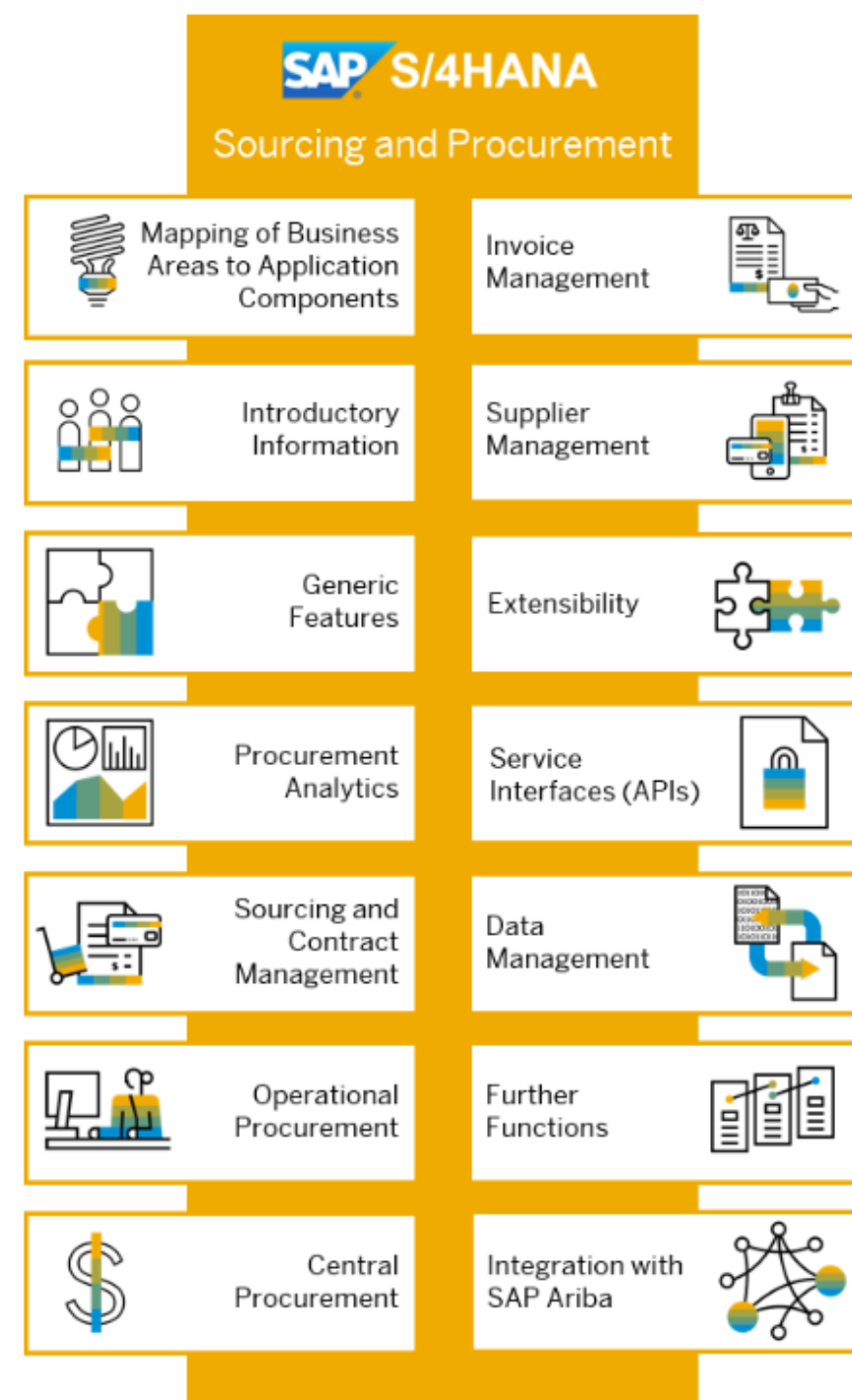
- <u>Transactional Apps</u> – These apps allow the user to run simple SAP transactions on the mobile device as well as Desktop or Laptop.

- <u>Fact Sheets</u> – These apps are used to drill the key information and contextual information in Business operations, navigate to transactional apps and a few also provide an integration option of geographical maps.

- <u>Analytical Apps</u> – real time information about the business operations. These Apps integrate the power of SAP HANA with SAP Business Suite. Using these apps you can monitor KPIs.
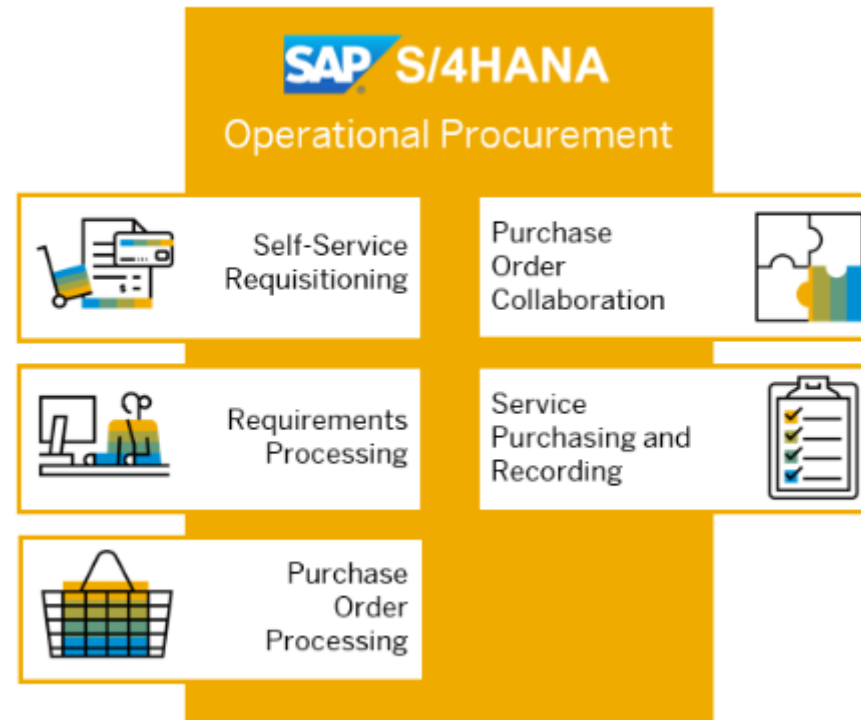
Transactional Apps	Analytical Apps	Fact Sheets
Any DB	SAP HANA	SAP HANA
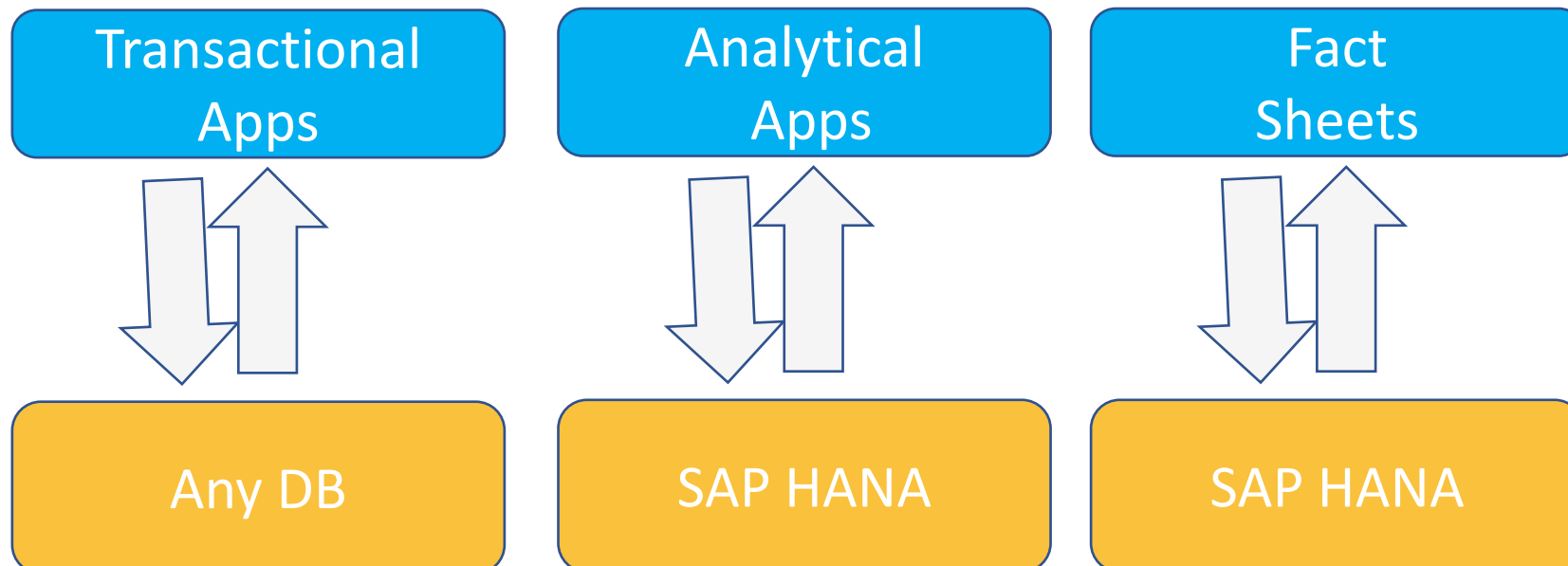
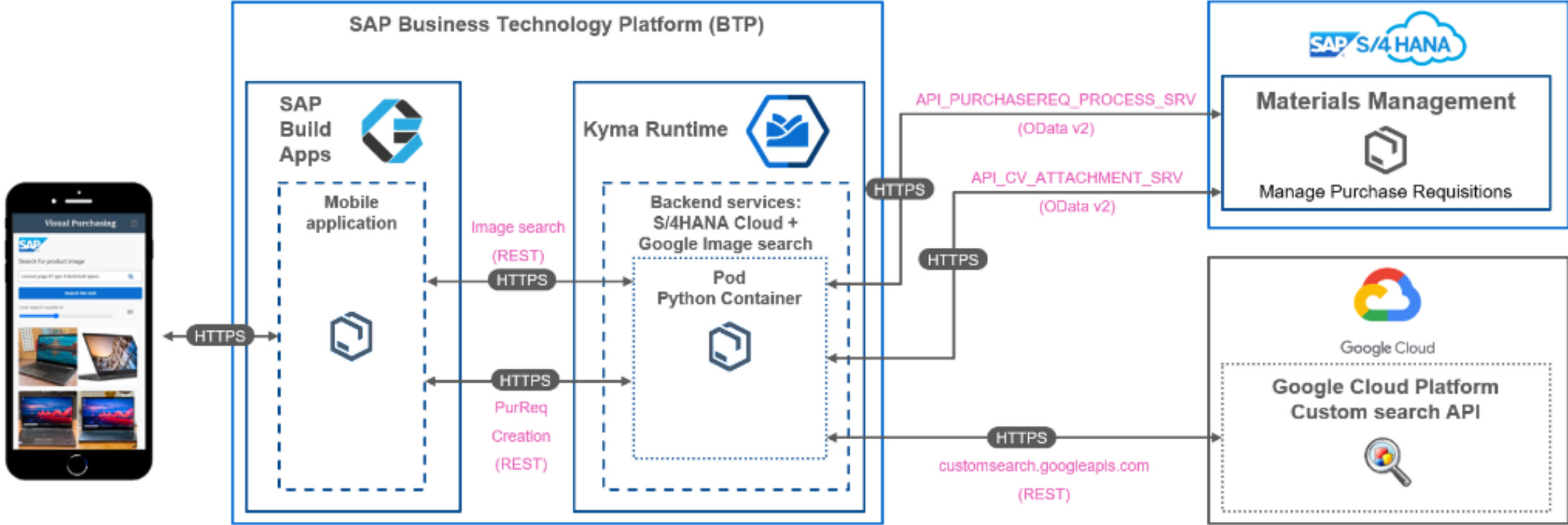# SAP Fiori Launchpad with access to all the tiles

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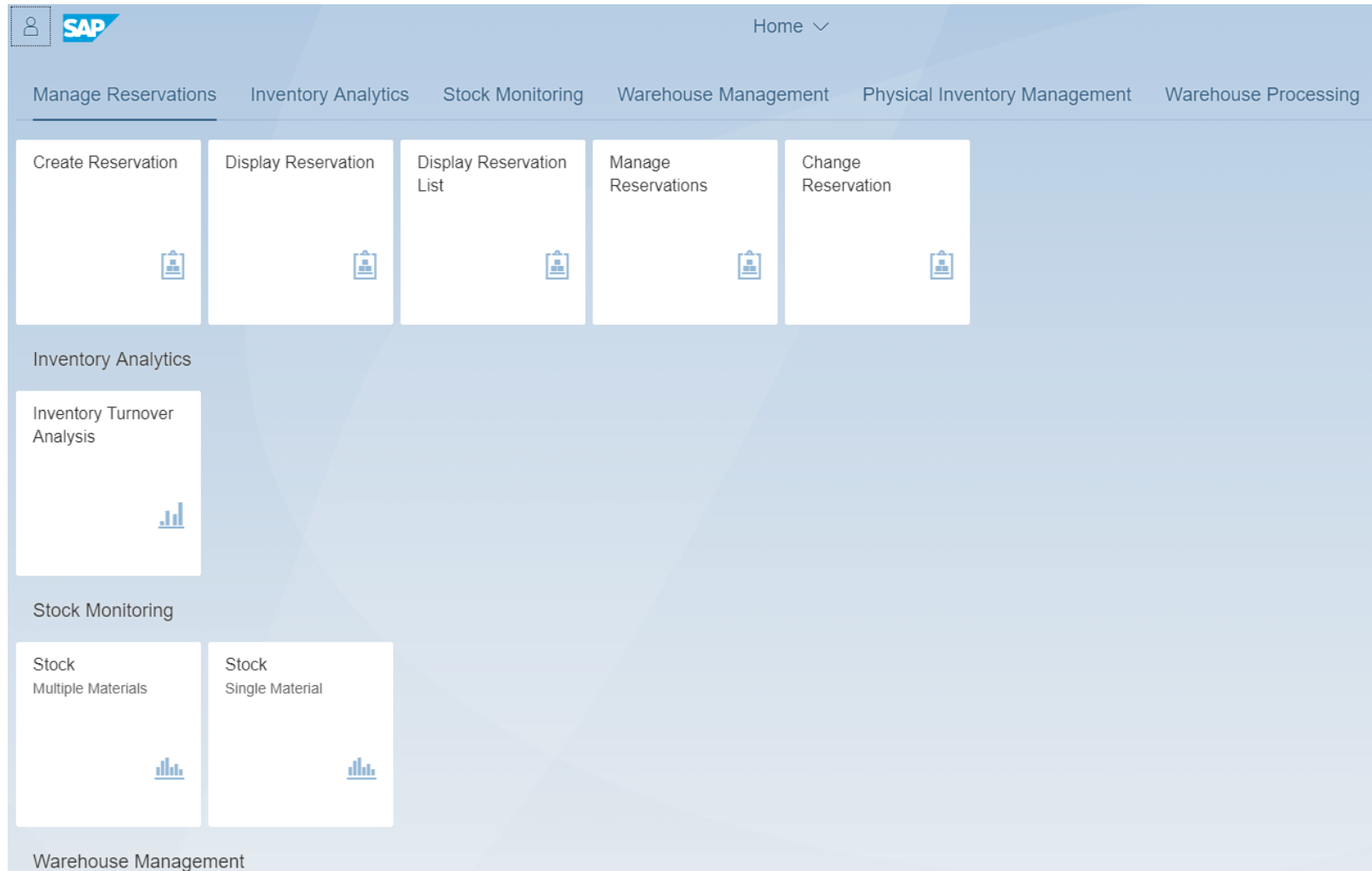
SAP S/4HANA Sourcing and Procurement

Source: SAP

SAP S/4HANA Operational Procurement

SAP S/4HANA Sample Architecture for PReq with BTP

SAP Business Technology Platform (BTP)

SAP Build Apps — Mobile application

Kyma Runtime — Backend services: S/4HANA Cloud + Google Image search — Pod Python Container

Image search (REST) — HTTPS

PurReq Creation (REST) — HTTPS

HTTPS

SAP S/4HANA — Materials Management — Manage Purchase Requisitions

API_PURCHASEREQ_PROCESS_SRV (OData v2)

API_CV_ATTACHMENT_SRV (OData v2)

HTTPS

Google Cloud — Google Cloud Platform Custom search API

customsearch.googleapis.com (REST) — HTTPS

SAP S/4HANA and SAP Fieldglass (External Workforce Integration) - Example
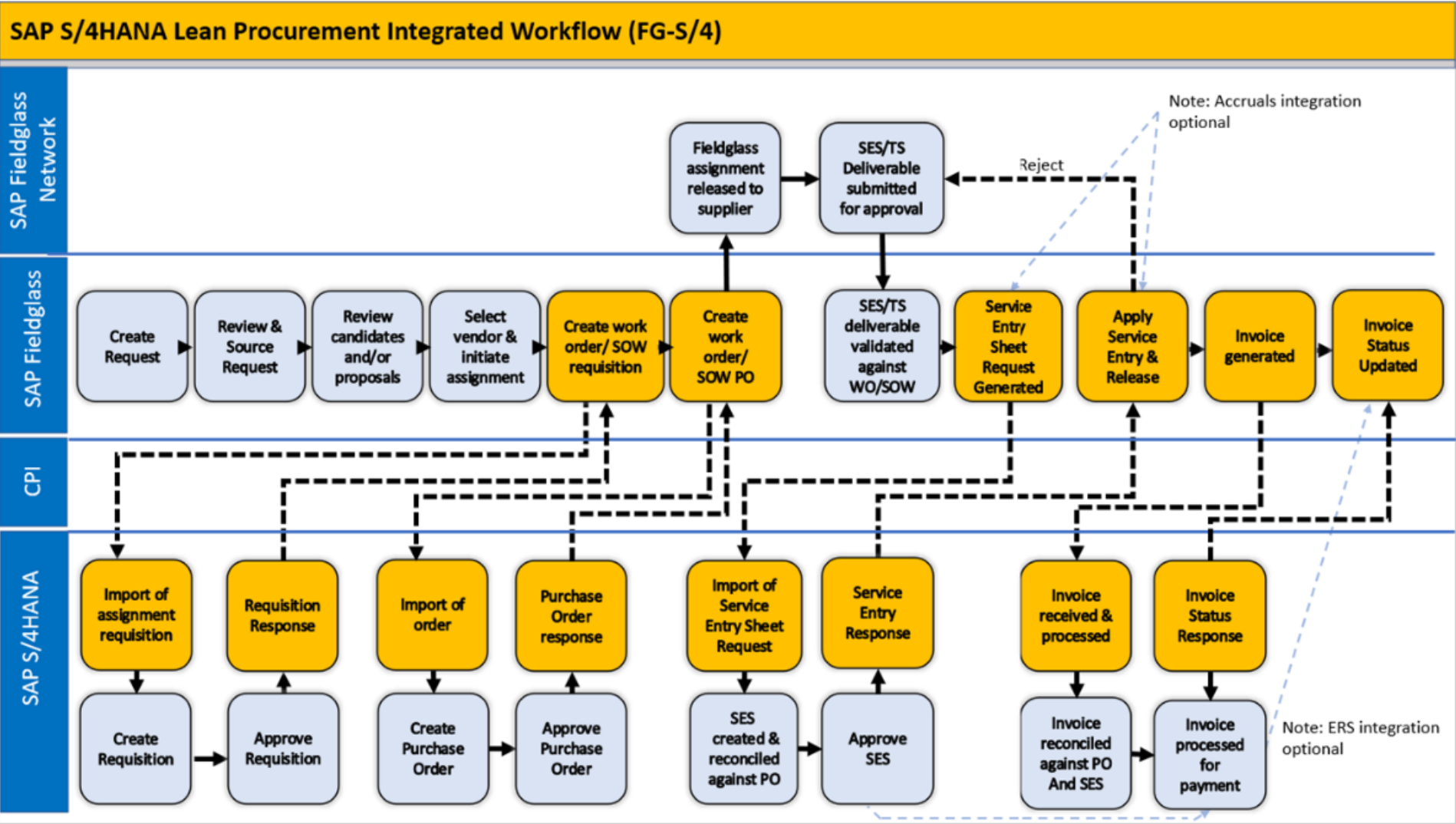
Source: SAP

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SAP Ariba

- SAP Ariba is a cloud-based innovative solution that allows suppliers and buyers to connect and do business on a single platform. It improves the overall vendor management system of an organization by providing less costly ways of procurement and making business simple. Ariba acts as supply chain, procurement service to do business globally. SAP Ariba digitally transforms your supply chain, procurement and contract management process.

- For many companies, the end of SAP SRM which has been announced for 2027, raises the question of how to proceed – if SAP has its way, Ariba solutions shall do the job. SAP's "Transform SRM" program specifically supports the move to the cloud. Looking at service purchasing, especially construction services: What can Ariba do and where does the dedicated SRM follow-up solution reach its limits.

SAP Ariba

- SAP's strategy is to replace SAP SRM with SAP Ariba and SAP S/4HANA: "*One system covering purchase orders, release, delivery and billing, strategic agreements with preferred suppliers, centralized tendering via a global platform and, lastly, analytics across all partners,*" is SAP's promise regarding the Ariba solution portfolio, which consists of various cloud solutions for strategic as well as operational purchasing that can also be used in stand-alone mode

- For the procurement and management of personnel services, SAP recommends the special solution SAP Fieldglass, which maps the entire life cycle of external employees from the recruitment of suitable temporary staffing candidates to onboarding and offboarding. The focus here is on the "who" of the services. However, if the services are about "what" and "how much" and involve material, SAP recommends using the Ariba solutions integrated in SAP S/4HANA.

SAP Ariba Network

- SAP Ariba Network offers users a PLATFORM similar to other online marketplaces, like Amazon.

- Businesses and Vendors can list their products on Ariba by using the Platform's store functions.

- SAP Ariba, with its backbone known as SAP Ariba Network, under the umbrella of the Business Network, is at the forefront of global ERP solutions providers.

- SAP Ariba is the world's largest business network that connects more than 3 million companies in more than 190 countries, containing more than 20.000 product and service categories.

SAP Ariba

END-TO-END USE CASES

Complex Services – Project-Based Field Services

The service technician submits service entry sheets to create an invoice based on contracted rates. If necessary, the buyer can enter service entry sheets on behalf of the service technician into the system through SAP Ariba Invoice Management.

SAP S/4HANA–initiated scenario:

Service order	Service entry sheet	Service receipt	Invoice collaboration	Invoice receipt
SAP S/4HANA	Ariba Network, SAP Ariba Invoice Management	SAP S/4HANA	Ariba Network	SAP S/4HANA

SAP Ariba solution–initiated scenario:

Service-order item additions	Service entry (field ticket)	Rate sheet validation and approval	Invoice creation	Invoice receipt
SAP Ariba Buying	Ariba Network	SAP Ariba Contracts Ariba Network	SAP Ariba Invoicing	SAP S/4HANA

Standard integration delivered by SAP between SAP S/4HANA and Ariba Network

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SAP Ariba Sourcing – Example
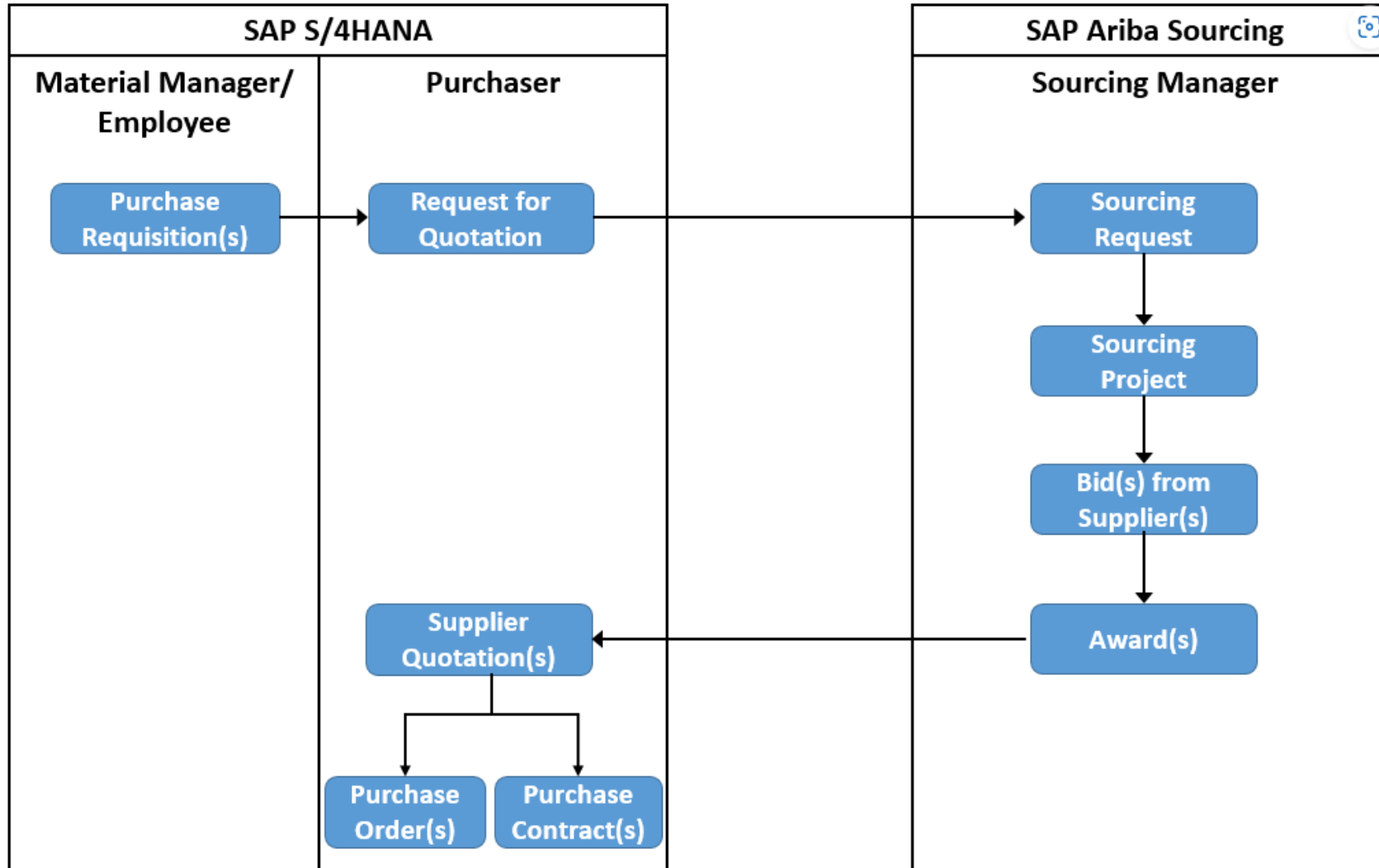
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Central Procurement

- With Central Procurement, you can integrate your SAP S/4HANA system (which acts as a hub system) with other connected systems in your system landscape.

- SAP S/4HANA, SAP S/4HANA Cloud, or SAP ERP act as connected systems. These integration scenarios serves as an enabler for shared services, that helps to control the procurement processes of multiple connected systems from a single source system centrally.

Central Procurement

The scenario includes the following scope items:

- Central Requisitioning

- Central Purchase Contracts

- Central Purchasing

- Central Purchasing Analytics

- Guided Buying for Central Procurement with SAP Ariba Buying

- Central Procurement with Ariba Sourcing

- Contract for Central Procurement with SAP Ariba Contracts

- Central Sourcing
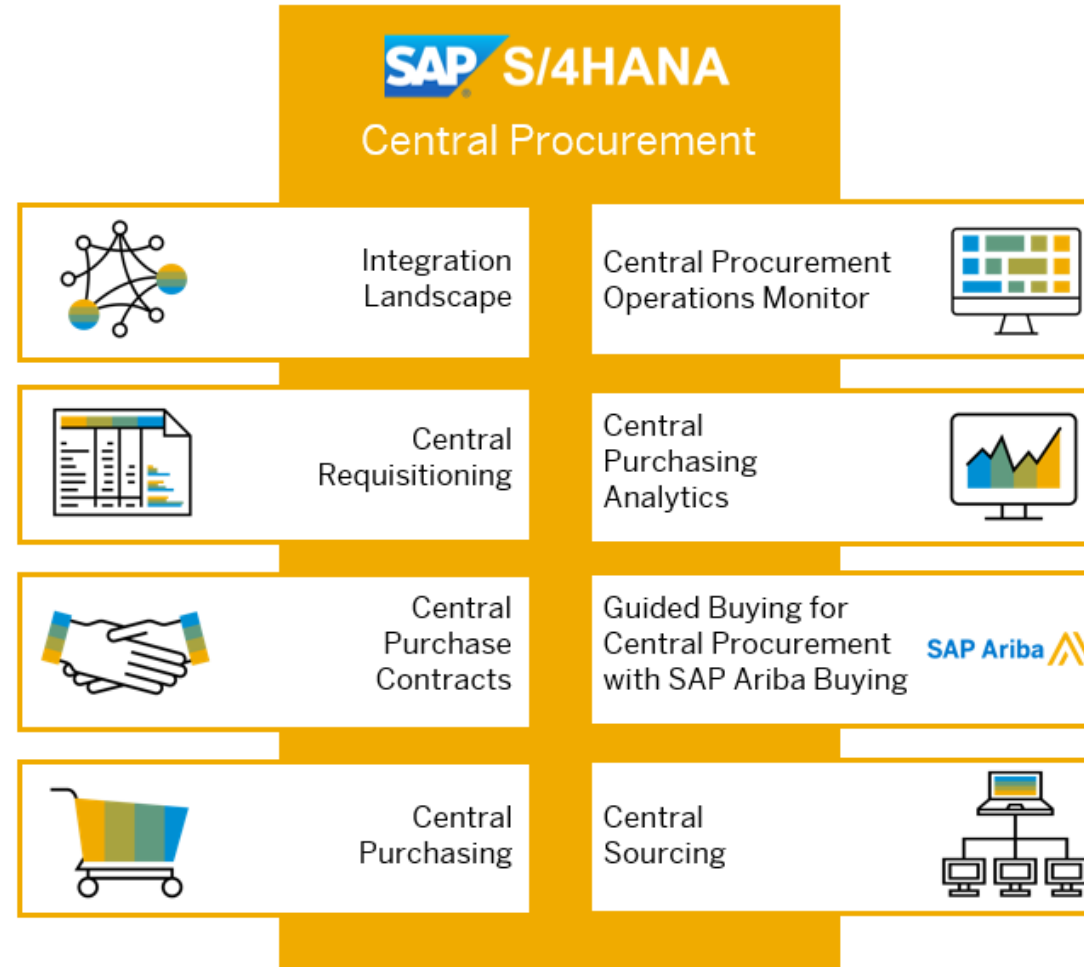
Central Procurement

SAP S/4HANA
Central Procurement

- Integration Landscape
- Central Procurement Operations Monitor
- Central Requisitioning
- Central Purchasing Analytics
- Central Purchase Contracts
- Guided Buying for Central Procurement with SAP Ariba Buying — SAP Ariba
- Central Purchasing
- Central Sourcing

Central Procurement - Integration Landscape
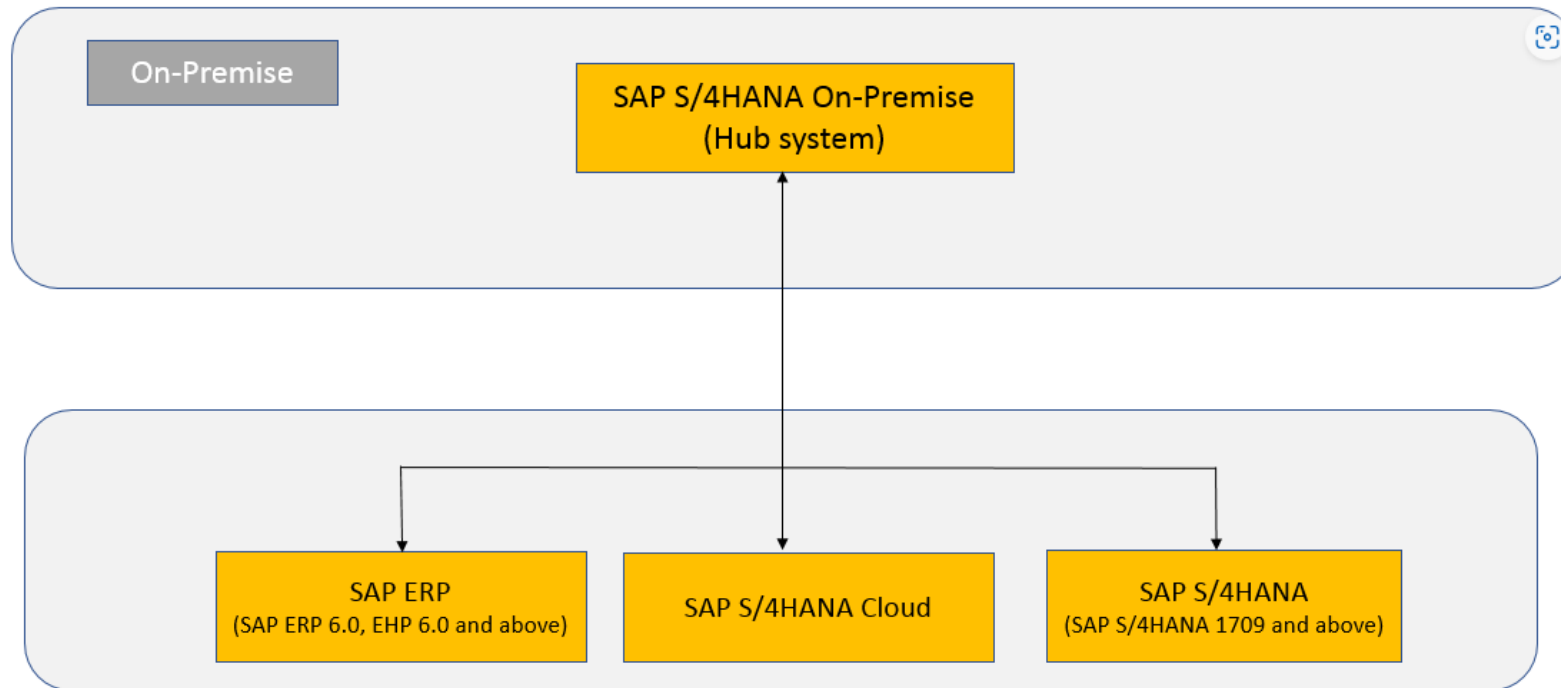
Central Procurement – Guided Buying with SAP Ariba

- Guided Buying with SAP Ariba Buying creates a simple, smart, and elegant purchasing experience that increases user engagement across all spend areas. It serves as a central place where all buyers can shop across all goods. It enables procurement and individual line-of-business (LoB) owners to specify procurement policies and inform and guide users whenever there appear to be policy conflicts. These capabilities enable purchasers to collaborate directly with suppliers and other procurers.

- Central Procurement offers a centralized requisitioning process across industries with a deep integration into your landscape. It connects guided buying capabilities to the customer's ERP or SAP S/4HANA systems, and exchanges business documents to ensure end-to-end business processes into finance and logistics solutions running in connected systems. In this scenario, your employees request catalog items, existing materials or planned lean services, limit items, or free-text items by adding them to a request in guided buying. Then the request is replicated to SAP S/4HANA, which acts as the hub system. Here, a central purchase requisition is created. Follow-on documents are created in the connected systems.

Central Procurement – Guided Buying with SAP Ariba – Example
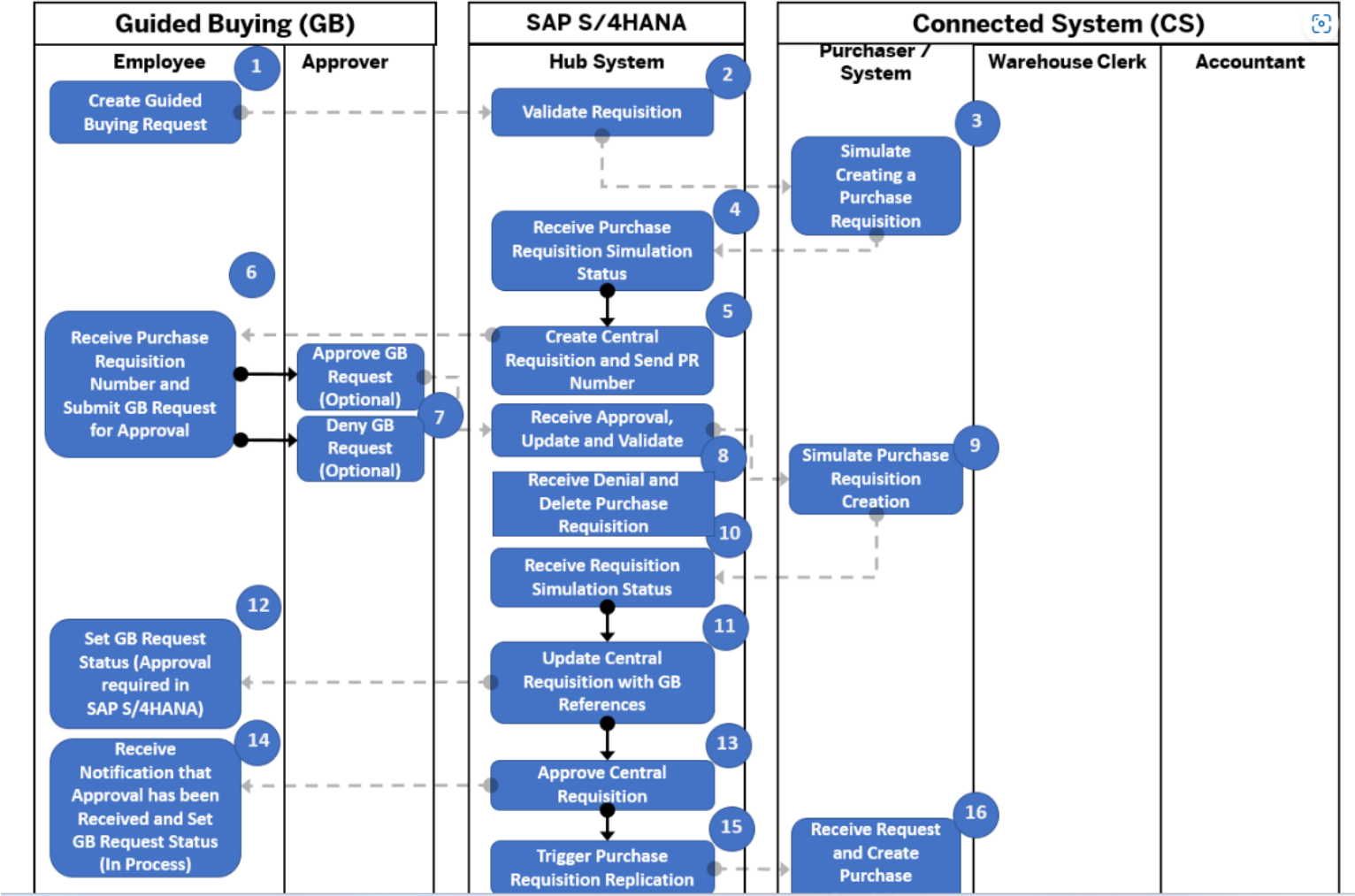
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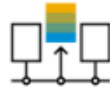- Sourcing and Contract Management
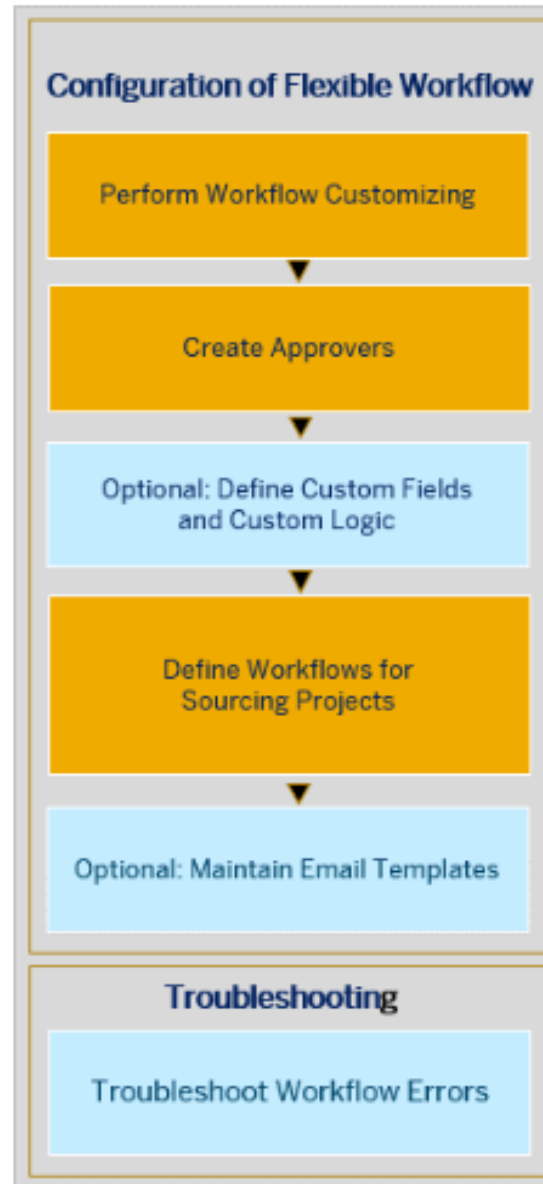- Wrap Up

Sourcing and Contract Management

- These applications allow you to identify high-quality suppliers of direct materials and services from anywhere in the world. This solution enables you to identify the best suppliers for your product, negotiate the best price, and order the desired goods and materials.

SAP S/4HANA
Product Sourcing

Sourcing Projects	Supplier Quotations
Preferred Supplier Lists	Procurement Projects
Supplier Lists for Sourcing	Awarding Scenarios
Negotiations	

Manage Sourcing Projects

SAP S/4HANA
Sourcing and Procurement

- General Information
- Statuses
- Versions
- Items
- Phases
- Milestones
- Notes and Attachments
- Suppliers

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Flexible Workflows for Sourcing Projects

Configuration of Flexible Workflow

- Perform Workflow Customizing
- Create Approvers
- Optional: Define Custom Fields and Custom Logic
- Define Workflows for Sourcing Projects
- Optional: Maintain Email Templates

Troubleshooting

- Troubleshoot Workflow Errors

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Awarding Scenario

Integration with SAP S/4 Hana for Procurement Planning

- Process Overview

- In SAP S/4HANA for procurement planning, the project manager plans Procurement Projects, and the purchaser bundles all items that need to be sourced. The purchaser then transfers the bundles to SAP S/4HANA for product sourcing, where the sourcing manager maintains the automatically created Sourcing Projects. If item data is changed, the purchaser sends the updates to SAP S/4HANA for product sourcing. Once the sourcing manager has filled in all of the relevant information and published the sourcing project, SAP S/4HANA for procurement planning is notified automatically about the relevant deadlines and timelines. In addition, the external supplier platform connected to SAP S/4HANA for product sourcing automatically receives information on the newly published sourcing project. Supplier quotations are created and submitted and sent back to SAP S/4HANA for product sourcing, where they are awarded eventually. After that, follow-on documents are created.

Integration with SAP S/4 Hana for Procurement Planning
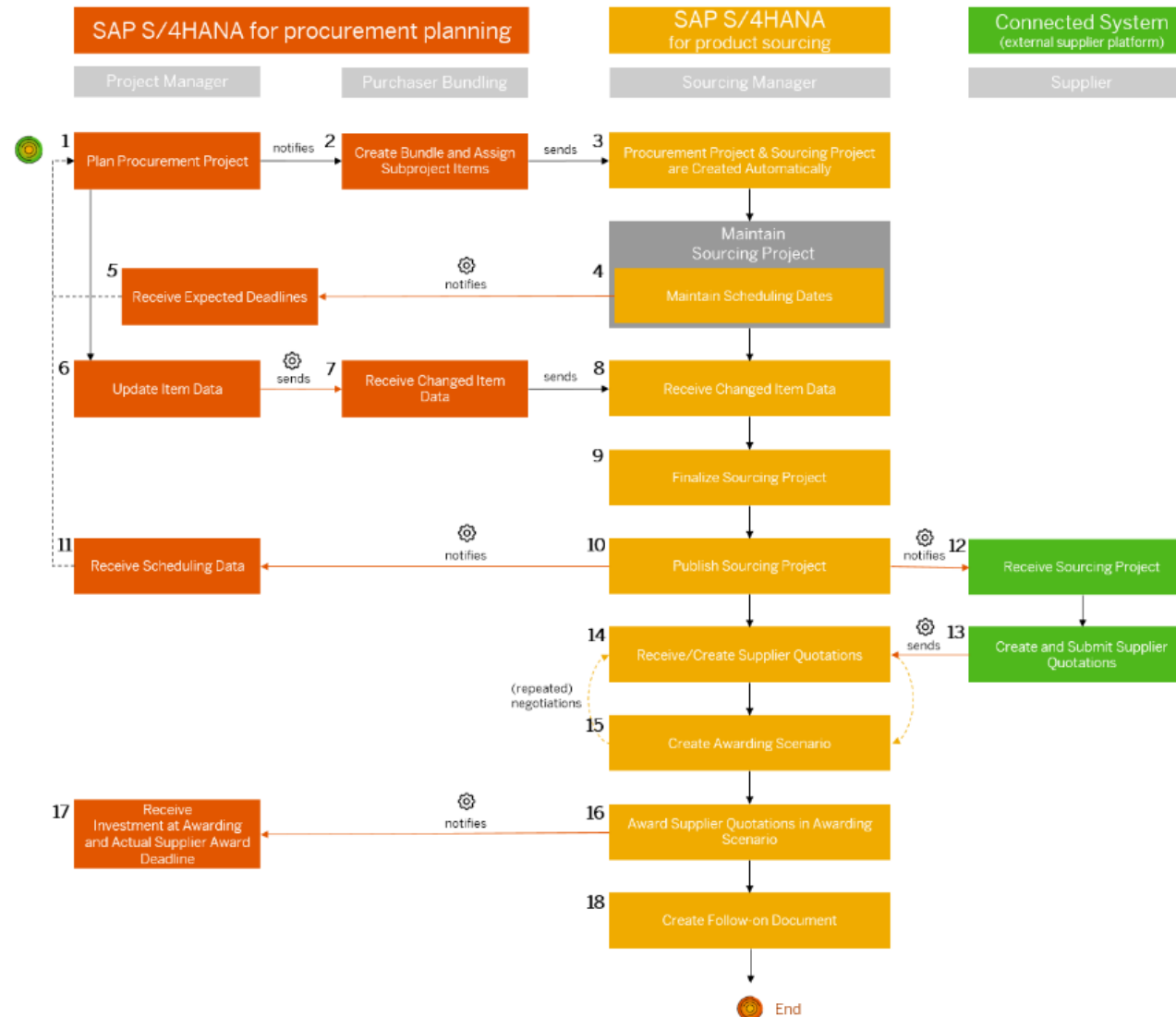
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Wrap up

SAP Ariba

This is the most advanced procurement suite by SAP. It covers all processes from Source-to-Pay.

- ➕ Cloud-based
- ➕ Standard out-of-the-box content
- ➕ Easy to use
- ➕ One platform incl. Ariba Network

SAP S/4HANA

S/4HANA is SAP's next generation ERP business suite with Sourcing & Procurement.

- ➕ Cloud or On-Premise
- ➕ Procurement processes in ERP
- ➕ Easy to use with SAP Fiori
- ➕ In-memory platform

SAP SRM

Previous generation e-Procurement solution. It supports all Operational and Strategic Procurement processes.

- ⛔ SAP supported until 2025
- ⛔ No innovations
- ⛔ Less easy to use
- ➕ Many improvements possible

SAP MM

This is the procurement module within SAP ECC. It supports all operational Procurement Processes.

- ⛔ SAP supported until 2025
- ⛔ No innovations
- ⛔ Not easy to use
- ➕ Many improvements possible

The opportunities for your organisation per solution – innovate and improve

SAP Ariba
- ⭐ Cloud delivery model resulting in a low and predictable TCO
- ⭐ SAP Ariba SNAP! best-practice implementation within 12 weeks
- ⭐ Process 35k+ invoices annually per FTE with the Ariba Network
- ⭐ No training necessary with SAP Ariba 'Guided Buying'
- ⭐ Innovations are automatically delivered to you monthly

SAP S/4HANA
- ⭐ Cloud delivery model resulting in a low and predictable TCO
- ⭐ Standard digital communication with suppliers (Ariba Network)
- ⭐ Integration with SAP Ariba Sourcing & Discount Mgmt.
- ⭐ Process 35k+ invoices annually per FTE with the Ariba Network
- ⭐ Embedded Catalog Buying in S/4HANA via the BeNeering Cloud

SAP SRM
- ⭐ TCO reduction with the SRM OneClient (SRM on top of ECC)
- ⭐ Improve the usability with SRM UI5 and SAP Fiori apps.
- ⭐ Embedded Catalog Buying in SRM UI5 and BeNeering Cloud
- ⭐ Digital communication with suppliers via the Ariba Network
- ⭐ Process 35k+ invoices annually per FTE with the Ariba Network

SAP MM
- ⭐ Improve the usability with SAP Fiori apps.
- ⭐ Improved usability and Catalog Buying with the BeNeering Cloud.
- ⭐ Digital communication with suppliers via the Ariba Network
- ⭐ Process 35k+ invoices annually per FTE with the Ariba Network

Wrap up

- Seems like it is time to leave SAP SRM and move to a different SAP Solution

- It is also time to embrace the move from ECC to next generation SAP tools

- SAP S/4HANA looks as the obvious next-step solution

- BUT,

- SAP S/4HANA should be combined with Ariba (and Fieldglass) for Services purchasing etc., together with SAP Central Procurement

- And, if you are in the Aerospace, Automotive and other long-development production – you should consider SAP Sourcing and Contract Management

Where to Find More Information

- SAPinsider.org
- https://help.sap.com/docs/SAP_S4HANA_ON-PREMISE/af9ef57f504840d2b81be8667206d485/94a2c353b677b44ce10000000a174cb4.html
- Article: SAP Ariba: What does the SRM follow-up solution have in store for the purchasing of services? (futura-solutions.de)
- SAP Help on S/4 Hana Sourcing and Procurement: http://help.sap.com
- For more information about Central Procurement, see the e-book *Introducing Central Procurement with SAP S/4HANA*, available for purchase on SAP PRESS | Official Site (sap-press.com)
- For an overview of Central Procurement, you can also check out the video available on the SAP Software Solutions | Business Applications and Technology

Key Points to Take Home

- Moving from ECC – should be obvious to do SAP S/4HANA Procurement

- Moving from SRM – consider in addition SAP Ariba, Fieldglass and Central Procurement

- Note that SRM is almost obsolete (together with SAP Netweaver MDM which is already obsolete)

- Another option would be to wait that maybe SAP will come out with another new tool

- Long development Production – consider SAP Sourcing and Contract Management

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Please remember to complete your session evaluation.

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