

# Up-Level Your Supplier Collaboration with SAP BTP and SAP Business Network

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Las Vegas

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**2024**

**SAP**insider



## In This Session

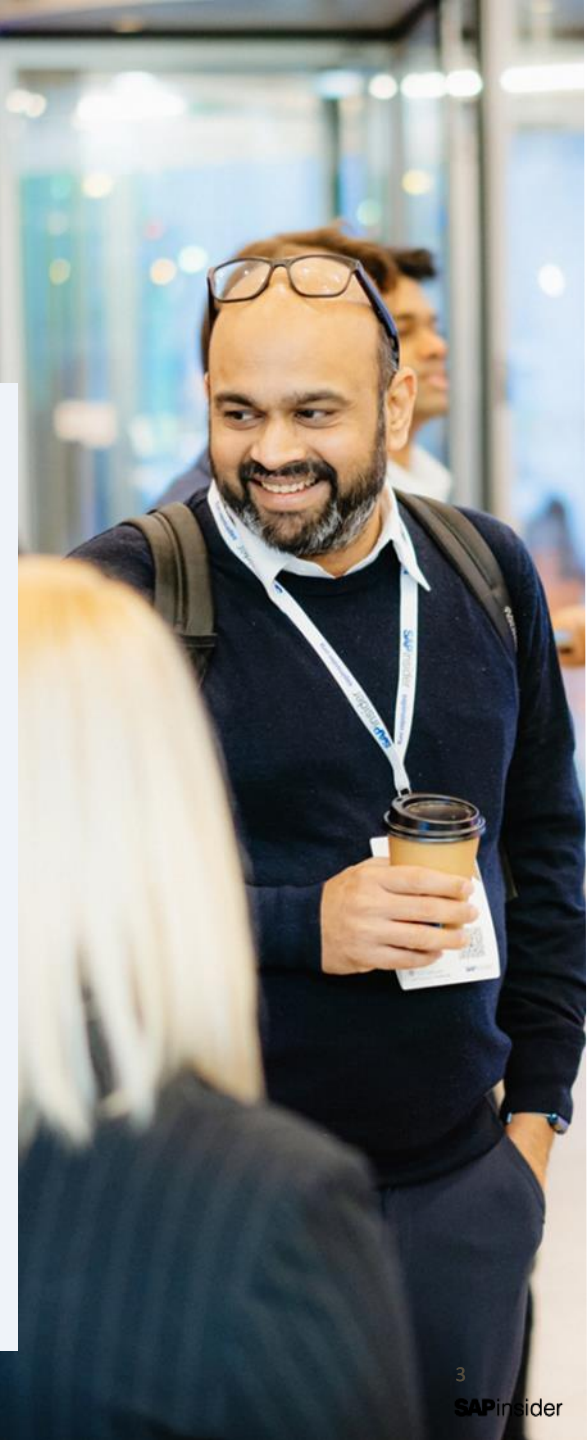
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Hear how SAP Business Network customers are using SAP Build, SAP Integration Suite, and data and analytics solutions to increase process efficiency, automate supplier onboarding, or exchange data with trading partners for unique supply chain requirements.

# What We'll Cover

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- Introduction to SAP Business Network
- SAP Business Network Solutions with SAP BTP
  - Use Case #1: Integrate and Automate
  - Use Case #2: Build and Extend
  - Use Case #3: Value Analytics
- Wrap-Up





# Collaboration Challenges

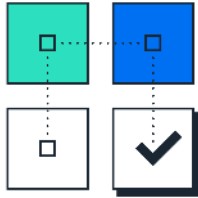
## The Solution: SAP Business Network

### Breadth and Depth of SAP Business Network



# No business does business alone

*Your business exchanges a plethora of documents and data both internally and externally...*



## Documents

- Purchase orders
- Ship notices
- Invoices
- Work orders
- Quality notifications

## Transactions

- Payments
- Dock appointments
- Freight quotes
- Replenishment orders
- Invoices

## Data

- Demand plans and forecasts
- Carbon emissions
- Inventory levels
- Quality inspection results
- Shipment locations

...and many more!

***“Over the last decade, the number of external suppliers we must manage has tripled. Our traditional approaches to collaboration simply cannot keep up.”***

–Supply Chain Planning Manager,  
High-tech Company

## And yet...

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59%

of organizations said a **lack of visibility in their supply chain** makes it difficult to see necessary changes in time to react to them effectively.<sup>1</sup>

68%

of companies still **use email to transmit documents and information** relevant to procurement commerce and supply chain with their supply base.<sup>2</sup>

Just 16%

have well-established **policies for working sustainably** with vendors and suppliers.<sup>3</sup>

“We have largely digitized our internal processes, but then rely on ‘stone tablets’ to collaborate with our suppliers.”

– Procurement Manager, Textiles Manufacturer

<sup>1</sup> Source: Agile Procurement Insights Research by SAP in collaboration with Oxford Economics, 2021.

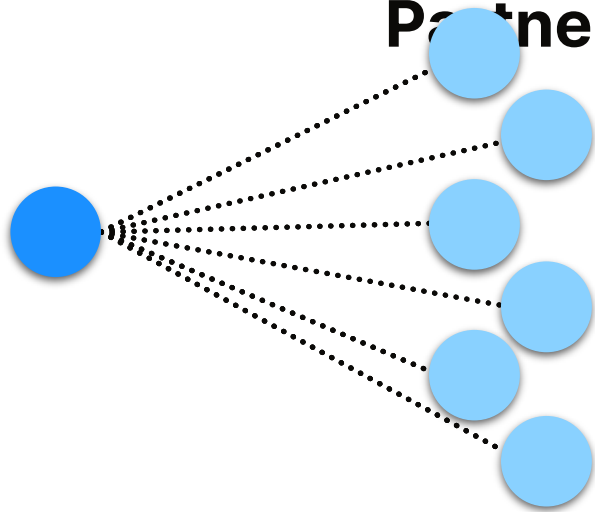
<sup>2</sup> Source: IDC InfoBrief, sponsored by SAP, Driving Best-in-Class Supply Chain Collaboration with a Business Network, doc #US50854723, August 2023.

<sup>3</sup> Source: Oxford Economics and SAP study, 10 June, 2022. *Closing the Green Gap: How network effects take corporate sustainability from commitment to impact.*

# Poor use of technology results in ineffective methods of collaboration

**Buyer**

**Trading Partners**



EDI, e-mail, phone, fax, single purpose portals, paper

## Critical questions go unanswered:

- ☐ Was my PO received?
- ☐ Can the supplier meet my demand?
- ☐ When will my goods arrive?
- ☐ Did they complete the quality inspection?
- ☐ Has the co-manufacturer received the components?
- ☐ Will my supplier have enough capacity?

## Resulting in many challenges:

- Limited visibility
- Limited number of trading partners
- Lack of an audit trail
- Different process per trading partner
- Expensive to maintain
- Uncertain supply

**There is a better way...**

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**Connecting people, processes, and systems across multiple enterprises,  
digitizing transactions, and creating transparent, resilient, and sustainable  
supply chains**



**Strengthen trading  
partner relationships  
with increased  
transparency and  
insights**



**Anticipate and act to  
mitigate disruption and  
risk for supply chain  
resiliency**



**Drive sustainability to  
meet organizational  
goals and regulatory  
requirements**



# Strengthen trading partner relationships with increased transparency and insights

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## Share critical information with your trading partners to improve collaboration, build trust, and execute with confidence

- Digitally connect and transact with your customers and trading partners, sharing consistent and accurate information, for increased efficiency and fewer errors
- See into your supply chain across inventory, capacity, and logistics to assure supply, guarantee compliance, and protect revenue
- Anticipate delays or interruptions before they impact your business and customers

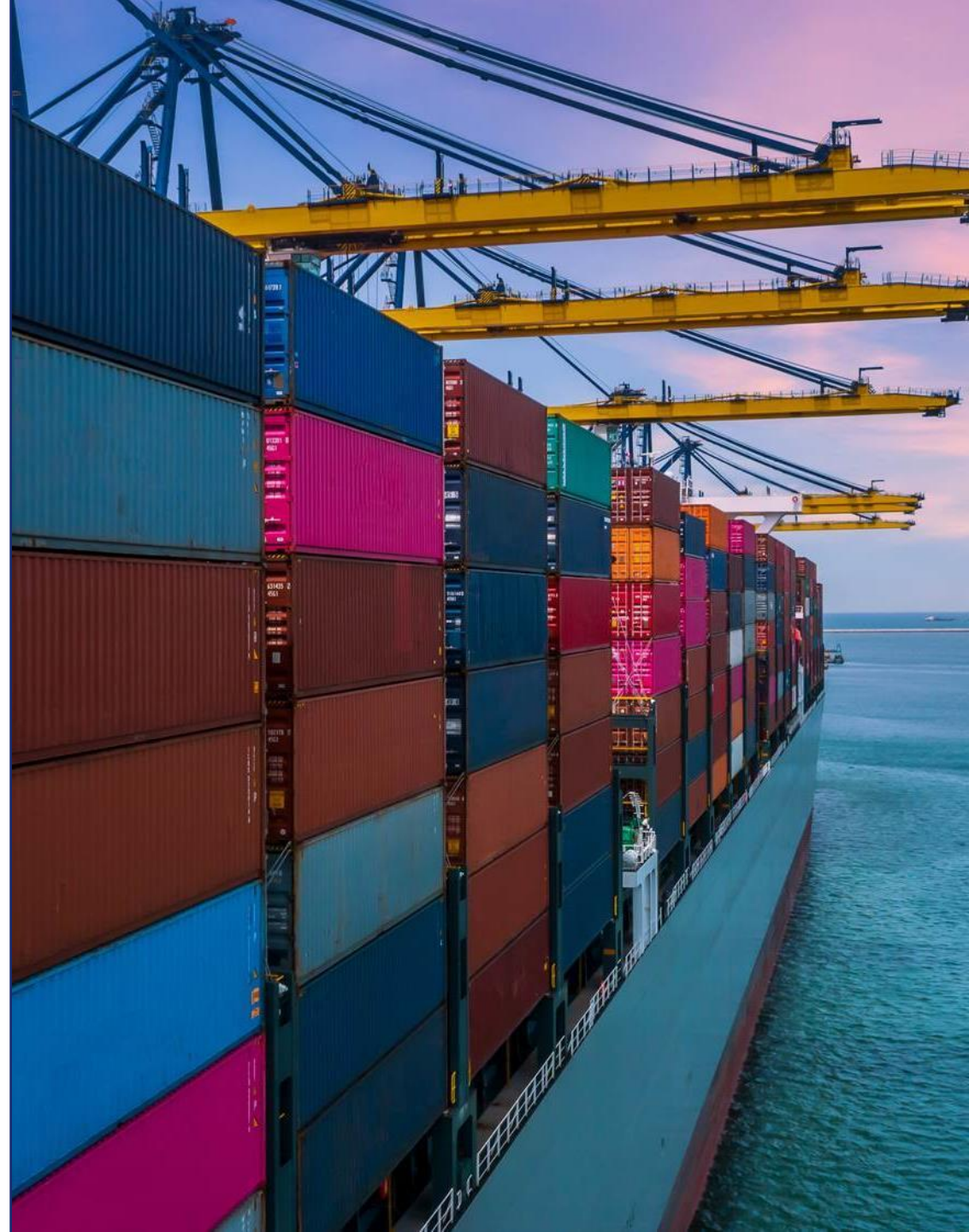


# Anticipate and act to mitigate disruption and risk for supply chain resiliency

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## Respond swiftly to disruptions or changes in demand and supply in collaboration with your trading partners

- Work as a team with your trading partners to respond to change and relentlessly mitigate risk and disruption before it impacts customers
- Discover new trading partners quickly to assure supply and forge new business partnerships
- Take control and manage working capital to ensure liquidity along the supply chain





# Drive sustainability to meet organizational goals and regulatory requirements

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## **Strive for zero waste by collaborating with like-minded trading partners and incorporating circularity into your supply chain**

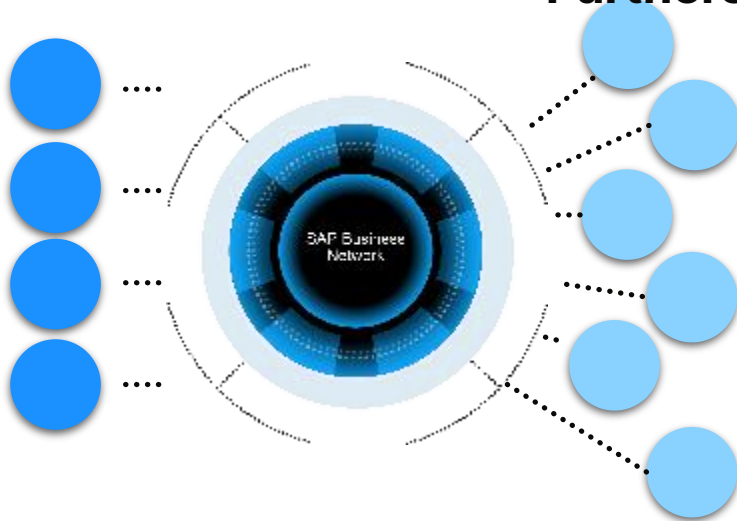
- Reduce waste and excess carbon usage within your supply chain
- Embed trust into your sustainable practices for brand reputation and customer loyalty
- Discover diverse suppliers that are committed to sustainable practices, compliance, and measurement



# SAP Business Network makes collaboration simple

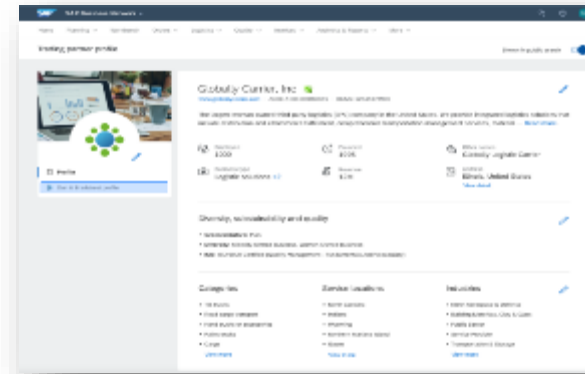
Buyer

Trading Partners

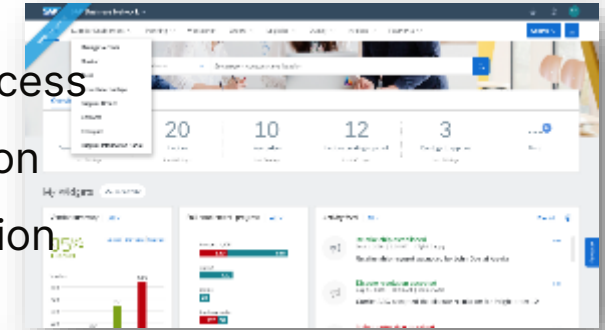


Connect once : connect with many

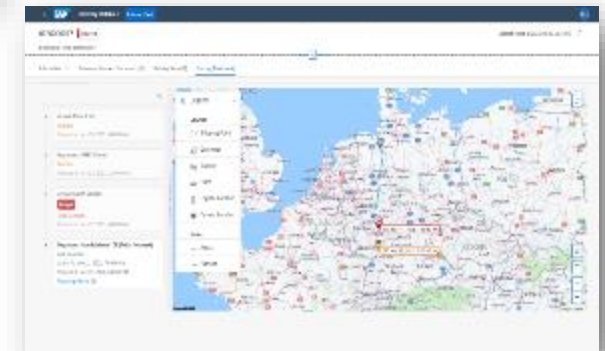
- Single portal and mobile access
- Business process automation
- System-to-system integration



- Real time visibility
- AI-powered
- Wide process coverage

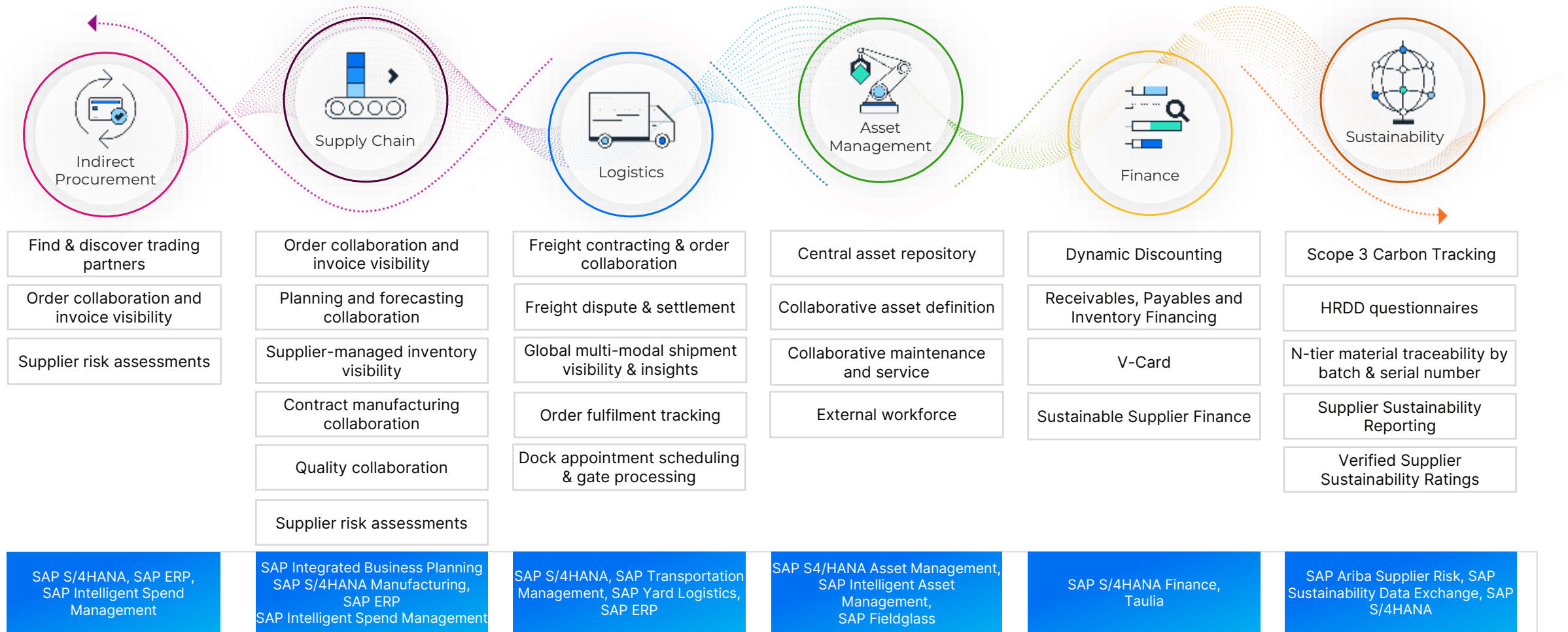


- Global Trading Partner directory
- Comprehensive profiles
- Extensible with third-party data





# SAP Business Network extends your core processes beyond the four walls of your business to your trading partners



Integrated with SAP solutions to orchestrate end-to-end processes with all trading partners

# Infuse transparency, resiliency, and sustainability into your supply chain through digitized trading partner collaboration

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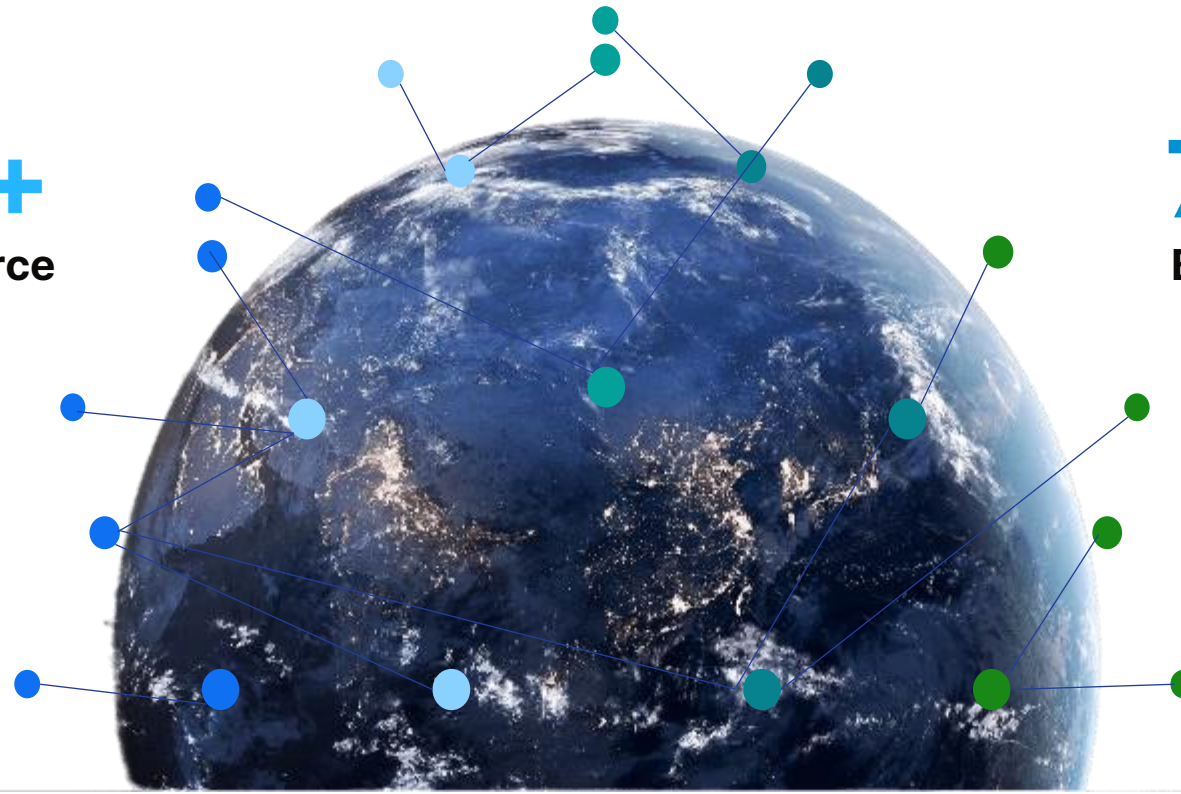
**Trusted by millions**  
of companies participating  
across 190+ countries

**\$5.3T+**  
Annual Commerce

**746M+**  
B2B Transactions\*

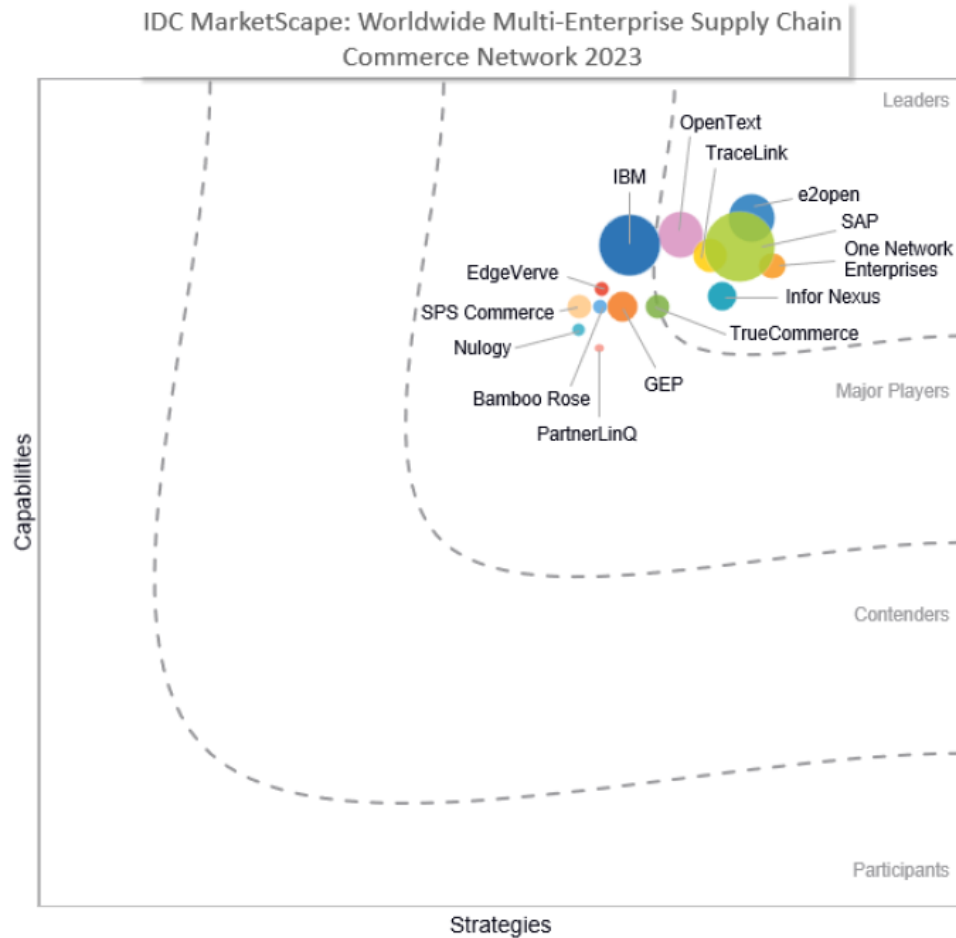
**+14%**  
Transacting Relationship  
Growth\*

**17.8%**  
Annual Commerce  
Growth\*



\*on a trailing 12-month basis

# SAP Named a Leader in IDC MarketScape Worldwide Multi-Enterprise Supply Chain Commerce Network 2023 Vendor Assessment



IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons.

- “Consider SAP when looking for a vendor of both a multi-enterprise network and supply chain and procurement applications. The breadth and depth of their business network capabilities, strategic road map vision, and unmatched integration with core SAP and non-SAP supply chain and procurement applications make them a strong choice.”*

[IDC Marketscape: Worldwide Multi-Enterprise Supply Chain Commerce Network Vendor Assessment December 2023, IDC #US49948423](#)



# SAP Business Network Solutions with SAP BTP

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Introduction

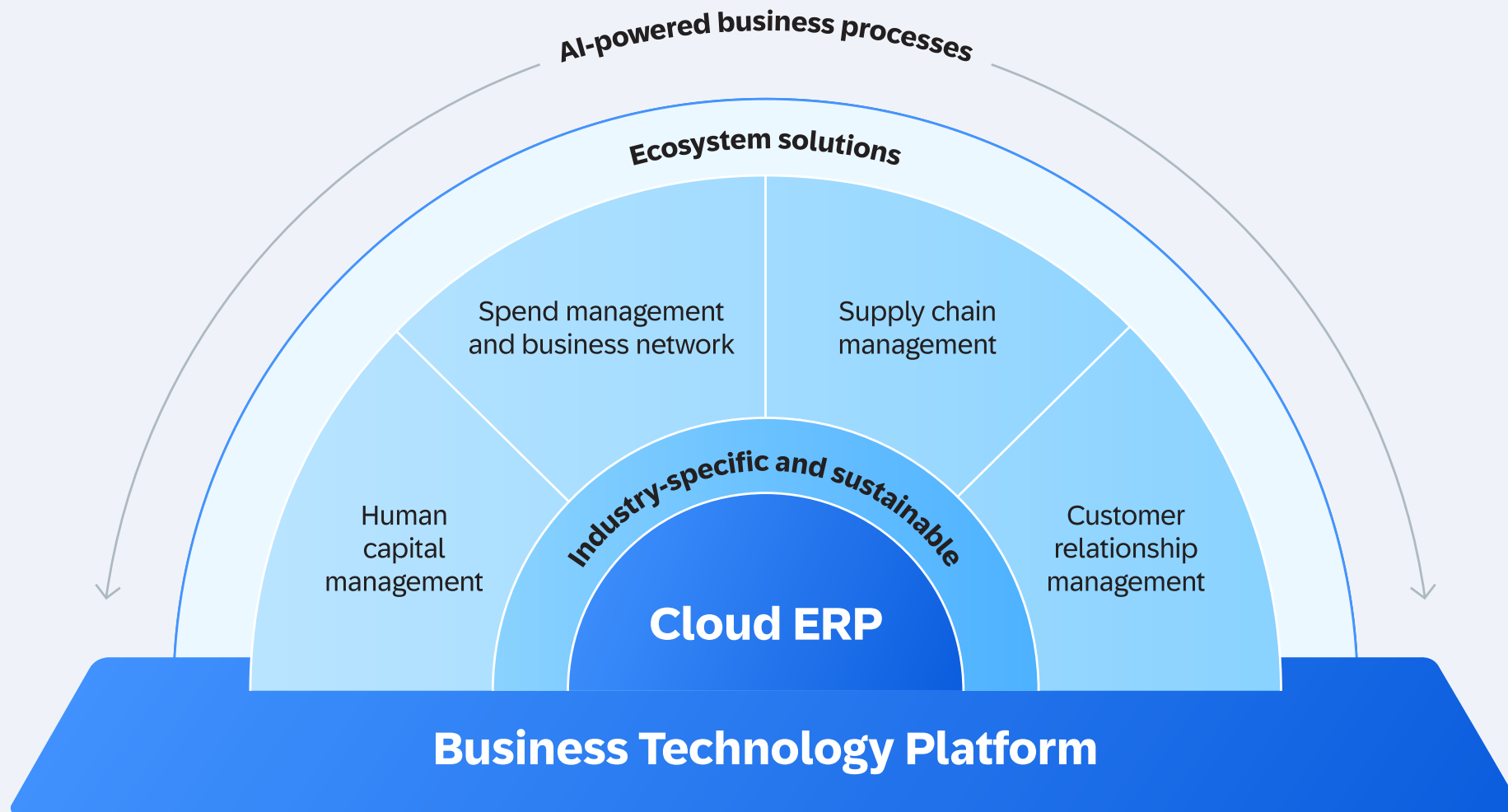
Use cases





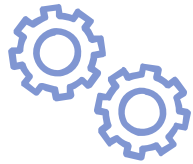
# SAP BTP in the Context of the SAP Portfolio

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# SAP Business Network Solutions with SAP Business Technology Platform

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**Integrate and  
Automate**

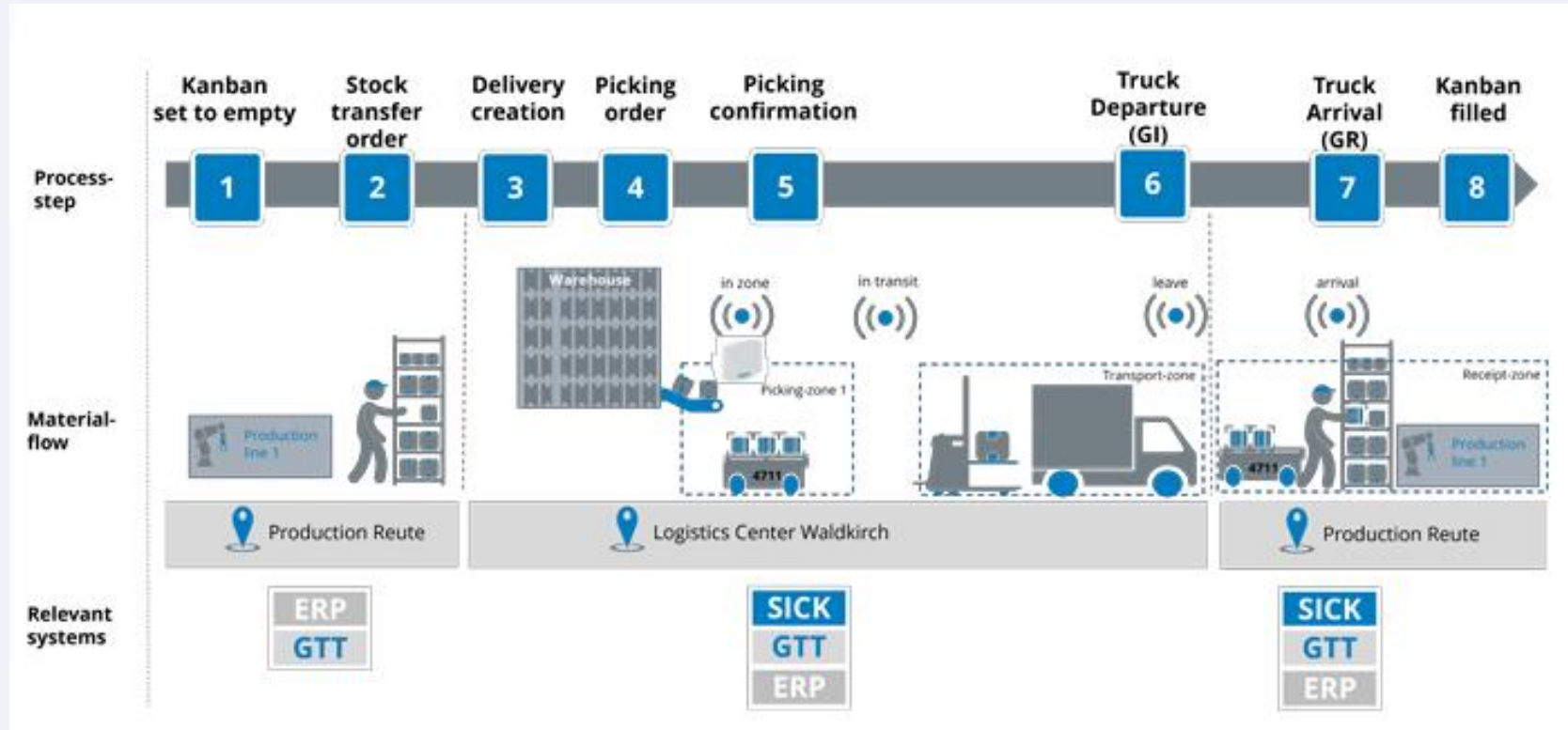


**Build and  
Extend**



**Plan and  
Analyze**

# Use Case #1: Integrate and Automate



## Real-time Localization for Materials

- Reduced the average time to search and find missing materials from 45 to 15 minutes using these digital processes
- Saved \$215k annually through the increased traceability and transparency, process automation, operational benefits and simplifying process models
- 20% reduction in overall lead time and elimination of non-productive time

## Use Case #2: Build and Extend

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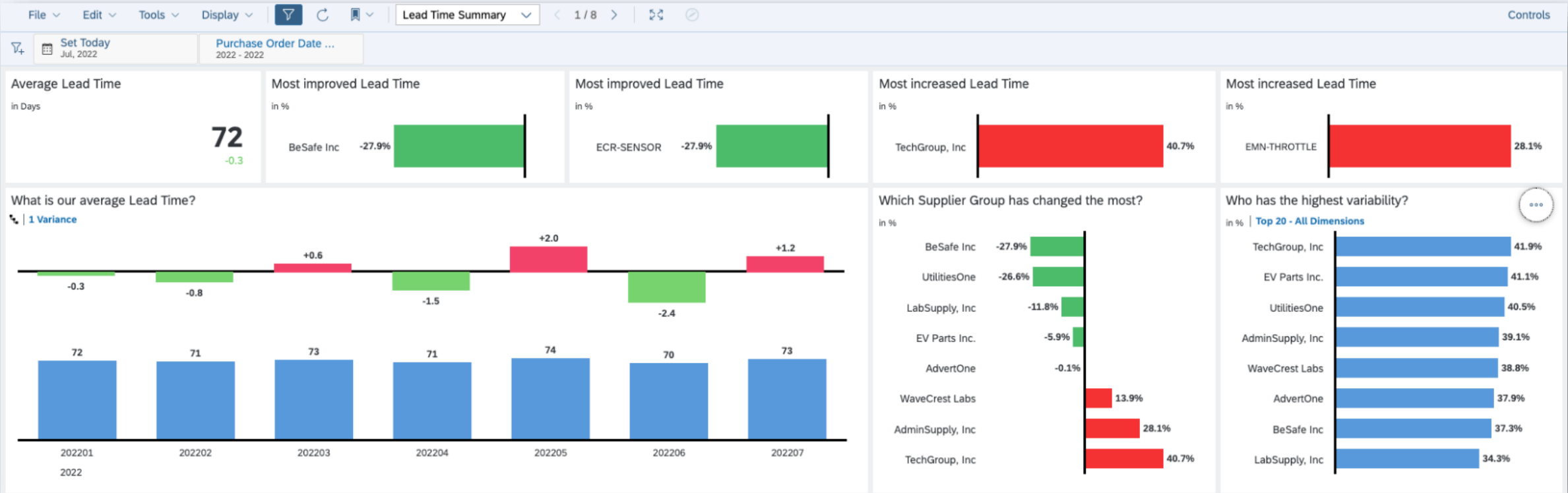
### Ensuring Compliance with Responsible Jewelry Council Chain of Custody

- Application built on BTP addresses Responsible Jewelry Council (RJC) Chain of Custody Certification requirements
- Collects traceability information from suppliers regarding precious metal components
  - Enter component data on supplier portal
  - SAP back-end batches are created
  - Match the order to the batch receipt





# Use Case #3: Value Analytics



# Use Case #4: Value Analytics

## Lead Time Analysis with Heat Map



What is our average Lead Time?

in Days

72

71

73

71

74

70

73

Jan

Feb

Mar

Apr

May

Jun

Jul

2021

What is our Lead Time Forecast?

in Days

Forecast

1M

3M

6M

YTD

1Y

All

72

82

94

72

71

69

75

63

85

67

79

82

73

72

Feb 1, 2021

Feb 15, 2021

Mar 1, 2021

Mar 15, 2021

Mar 29, 2021

Apr 12, 2021

Apr 26, 2021

May 10, 2021

May 24, 2021

Jun 7, 2021

Jun 21, 2021

Jul 5, 2021

Jul 19, 2021

Aug 2, 2021

Feb 1, 2021

Mar 1, 2021

Apr 1, 2021

May 1, 2021

Jun 1, 2021

Jul 1, 2021

Aug 1, 2021

## The Real AI: Analysis → Insights:

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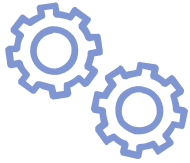
- Finding exceptions such as on-time delivery
- Informing decisions on supplier performance and selection
- Trending – which metrics are trending in the right direction?
- Consistent visibility – data is good, but visualization is better



## Wrap Up

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Leverage SAP Business Technology Platform to extend SAP Business Network to



**Integrate and  
Automate**



**Build and  
Extend**



**Plan and  
Analyze**



# Where to Find More Information

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<https://www.sap.com/documents/2023/12/02200664-9f7e-0010-bca6-c68f7e60039b.html>

- IDC MarketScape: Worldwide Multi-Enterprise Supply Chain Commerce Network 2023 Vendor Assessment

<https://www.sap.com/documents/2023/07/ec54f354-847e-0010-bca6-c68f7e60039b.html>

- IDC Network Adoption Research Study eBook: Driving Best-in-Class Supply Chain Collaboration with a Business Network

<https://www.sap.com/products/business-network.html>

- SAP Business Network on sap.com

<https://www.sap.com/assetdetail/2023/10/30846ead-927e-0010-bca6-c68f7e60039b.html>

- Improving Supplier Collaboration at Richemont with SAP BTP

## Key Points to Take Home

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- SAP Business Network helps you extend your processes outside the four walls of your organization
- Deploying SAP Build, SAP Integration Suite, and data and analytics solutions can increase process efficiency, automate supplier onboarding, or exchange data with trading partners for unique supply chain requirements

# Thank you! Any Questions?

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Please remember to  
complete your session  
evaluation.

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