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

Kathryn Zwack, Director, Product Marketing, SAP Business Network Las Vegas

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In This Session

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

- 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



Introduction to SAP Business Network

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

"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 many more!

Source: IDC InfoBrief, sponsored by SAP, Driving Best-in-Class Supply Chain Collaboration with a Business Network, doc #US50854723, August

And yet...

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.¹



of companies still **use** email to transmit documents and information relevant to procurement commerce and supply chain with their supply base.² Just 16%

have well-established **policies for working sustainably** with vendors and suppliers.³

"We have largely digitized our internal processes, but then rely on 'stone tablets' to collaborate with our suppliers."

- Procurement Manager, Textiles Manufacturer

^{1,} Source: Agile Procurement Insights Research by SAP in collaboration with Oxford Economics, 2021, ² Source: IDC InfoBrief, sponsored by SAP, Driving Best-in-Class Supply Chain Collaboration with a Business Network, doc #US50854723, August 2023 ³ 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



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...

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

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

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

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



Connect once : connect with many

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



- Real time visibility
- Al-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



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



SAPinsider

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



"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 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.

IDC Marketscape: Worldwide Multi-Enterprise Supply Chain Commerce Network Vendor Assessment December 2023, IDC #US49948423 15

SAP Business Network Solutions with SAP BTP

Introduction

Use cases



SAP BTP in the Context of the SAP Portfolio



SAP Business Network Solutions with SAP Business Technology Platform







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

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
 - $_{\rm O}$ SAP back-end batches are created
 - $_{\odot}$ Match the order to the batch receipt



Use Case #3: Value Analytics



Use Case #4: Value Analytics

Lead Time Analysis with Heat Map



The Real AI: Analysis \rightarrow Insights:

- 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



Leverage SAP Business Technology Platform to extend SAP Business Network to



Where to Find More Information

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

- 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?

Kathryn Zwack

Kathryn.Zwack@sap.com

https://www.linkedin.com/in/kathrynzwack/

Please remember to complete your session evaluation.

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