



SAP Digital Supply Chain

Supply Chain Planning Success Stories

September 2022

PUBLIC

Table of Content

4 Introduction

Industries

8 Agribusiness

13 Automotive

19 Building Materials

25 Chemicals

30 Consumer Products

42 High Tech

46 Industrial Machinery & Components

54 Mill Products

55 Healthcare

57 Public Sector

60 Life Sciences

64 Wholesale Distribution



Table of Content

Business Transformation Stories

8 Agribusiness

8 Blue Diamond Growers

11 Arla

13 Automotive

13 Wegmann Automotive

15 ZF Friedrichshafen

19 Building Materials

19 Kale Holding

23 James Hardie

25 Chemicals

25 Kansai Plascon

27 Lanxess

30 Consumer Products

30 Japan Tobacco International SA (JTI)

32 Morgan Foods

34 Orkla Food Ingredients

36 Orkla Eesti

38 Vari

42 High Tech

42 Evernex

46 Industrial Machinery & Components

46 Norgren

48 AAF

51 Orora

52 Viessmann

57 Public Sector

57 German Red Cross of Saxony

60 Life Sciences

60 Novozymes A/S

62 Exact Sciences

64 Wholesale Distribution

64 Zinus

Video Testimonials

7 SAP Integrated Business Planning

Automotive

18 Harman

Building Materials

22 Velux

Consumer Products

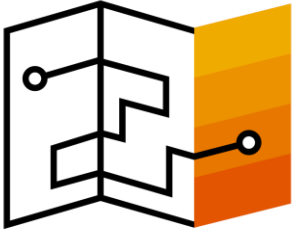
41 Mavin Group

Mill Products

54 Cascades

Healthcare

55 Ego Pharmaceuticals

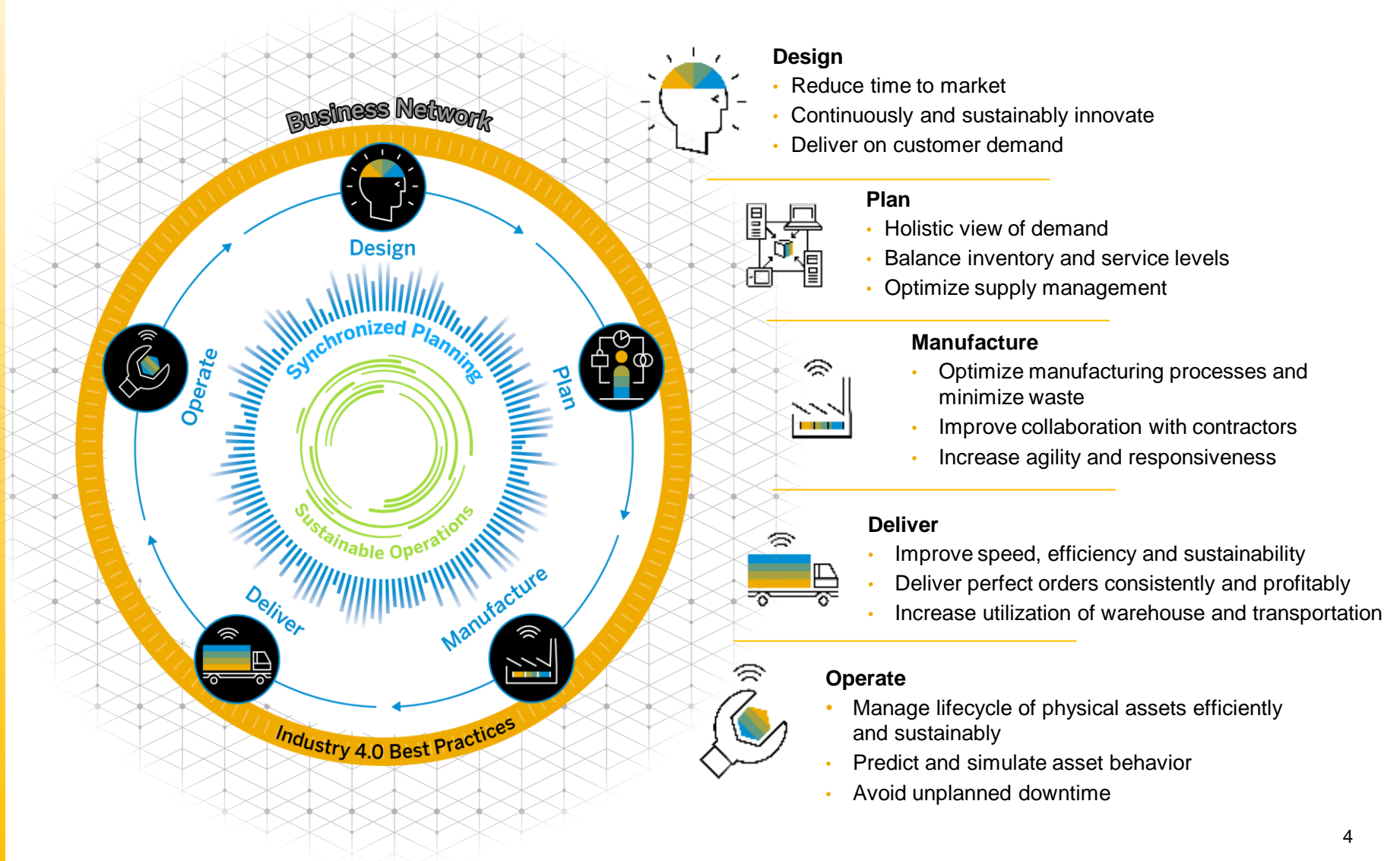


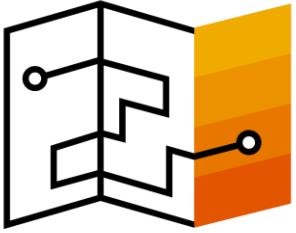
Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

SAP Digital Supply Chain Delivers **End-to-End Process Acceleration**





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

SAP Digital Supply Chain Delivers **End-to-End Process Acceleration**



Agility

Synchronize planning and execution

Productivity

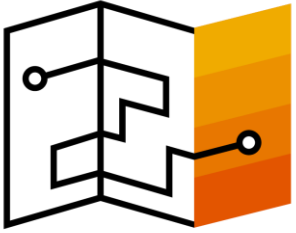
Reinvent production, logistics, and services

Connectivity

Redefine trading partner collaboration

Sustainability

Operationalize sustainability



Digital Supply Chain Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Synchronize supply chain planning decisions **across lines of business**

Demand forecasting and management

Use demand sensing, statistical modeling, and machine learning algorithms to make accurate short- to long-term forecasts.

Multi-echelon inventory optimization

Set inventory targets to maximize profits, while leaving a buffer to help you meet unexpected demand.

Sales and operations planning (S&OP)

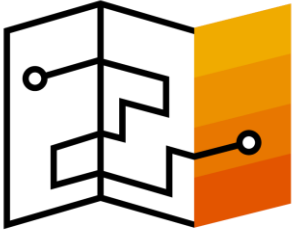
Collaborate on a cross-departmental sales and operations plan that balances inventory, service levels, and profitability.

Response and supply planning

Optimize supply management with plans based on prioritized demands, allocations, and constraints, such as production capacity.

Agile supply chain planning requires speed and resiliency, especially during times of disruption. By adopting an extended planning and analysis (xP&A) capability, you can synchronize supply chain planning in real time across the business in line with financial and operational plans. As a result, you can become a more agile and aligned organization that is ready to respond to any situation.

[Learn more](#)



Digital Supply Chain

Supply Chain Planning

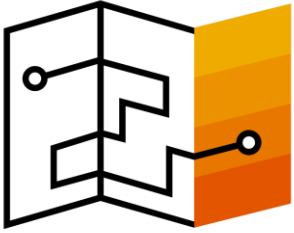
- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



The Faces Behind SAP Integrated Business Planning for Supply Chain

Hear how global business leaders like Cargill, HP, Merck, and Syngenta have helped developing SAP IBP – a cloud solution with an intuitive user interface, that is linking supply chain planning with real-time visibility, response and execution. The software is foundational for digital business transformation and a synchronized planning approach.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



How Can Next-Generation ERP Take Demand and Supply Planning to the Next Level to Accelerate Growth?

Streamlining and improving operations to support more than 3,000 cooperative members

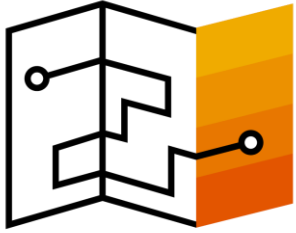
Blue Diamond Growers partners with hardworking growers to turn raw almonds into delicious and healthy snacks, beverages, and ingredients. To maximize the returns for each grower, the cooperative, which runs the world's first "almond innovation center," needs to not only develop new products continuously but also operate efficiently. Aware that technology supports both these growth drivers, Blue Diamond set out to deploy an intelligent infrastructure for ERP and **integrate it with a range of new solutions**. It sought expert assistance to help it steer this critical project and reap maximum value from the new software.



SAP Services and Support



Picture Credit | Blue Diamond Growers, Sacramento, California. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Deploying SAP S/4HANA® for Greater Efficiency with SAP® Enterprise Support and SAP Early Adopter Care

Before: Challenges and Opportunities

- Harness an intelligent infrastructure for ERP to support business growth, continuous digitalization and innovation, and a harmonized and efficient software environment
- Integrate new solutions to enhance supply chain planning, procurement, and analytics
- Optimize processes to maximize returns, especially in the lower-margin global ingredients division

Why SAP, Accenture, and The Silicon Partners Inc.

- SAP S/4HANA® for Intelligent ERP that integrates smoothly with SAP® Ariba®, SAP Integrated Business Planning (SAP IBP) for Supply Chain, and SAP Analytics Cloud solutions
- SAP Enterprise Support services for assistance, including the continuous quality check (CQC) for financial data quality, helping identify and resolve financial data consistency issues, and CQC for technical performance optimization, helping identify technical downtime drivers and minimize downtime
- SAP Early Adopter Care program, helping simplify projects, aid innovation, and accelerate digitalization
- Accenture for deep expertise in implementing SAP IBP for Supply Chain and SAP Ariba solutions
- The Silicon Partners Inc., enhancing value with a migration tool kit for SAP S/4HANA

After: Value-Driven Results

- More-transparent demand and supply planning with an enhanced ability to forecast demand
- Less human error aided by increased automation
- Time savings and greater efficiencies, such as with streamlined sales processes and financial closing
- Better access to data and an enhanced ability to analyze data
- Better user experience and less time spent processing general ledger upload documents, thanks to SAP S/4HANA providing the ability to post the document with profitability segment along with validation



"Close collaboration with the SAP Enterprise Support advisory team through learning assets, valuable services, and expert sessions empowered our project team, allowing us to stay on target for a **smooth, secure deployment** of SAP S/4HANA."

Steve Birgfeld, Vice President Information Technology and Services, Blue Diamond Growers

2

Days for broker settlement, down from weeks

54%

Reduction in downtime during conversion to SAP S/4HANA

Featured Partners

accenture



SAP Services and Support

Blue Diamond Growers
Sacramento, California
www.bluediamondgrowers.com

Industry
Agribusiness

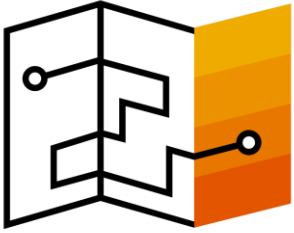
Products and Services
Almonds and almond products

Employees
1,500

Revenue
US\$1.7 billion

Featured Solutions and Services
SAP S/4HANA, SAP Ariba solutions, SAP IBP, SAP Analytics Cloud, SAP Enterprise Support, and SAP Early Adopter Care

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Saving Time and Mining Insights from Information with **Integrated Solutions**

Agricultural cooperative Blue Diamond Growers worked with Accenture and The Silicon Partners Inc. to deploy SAP S/4HANA® and the SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution. It also used SAP Enterprise Support services including personalized onboarding, a tailored engagement plan, and "journey checks" for technical guidance during the project, while the SAP Enterprise Support Academy program provided learning and enablement.

Now, SAP S/4HANA is integrated with SAP IBP, enabling a single source of truth for demand and supply planning and aiding production planning. A user-friendly dashboard helps supply chain teams forecast demand more accurately and manage supply and demand more effectively.

The SAP Analytics Cloud solution provides embedded analytics, from inventory to financials to logistics, letting users quickly drill down to data. Finance experts can access deeper insights for better decisions, and processes such as financial closing, where one task now takes 20 minutes instead of six hours, are smoother. On the sales side, teams have an integrated view of customer orders and behavior and can create and manage contracts with just a few clicks. And further integration with SAP Ariba® solutions has streamlined tasks across procurement, accounts payable, and invoice management.



SAP Services and Support



"By integrating SAP S/4HANA, SAP IBP for Supply Chain, and SAP Analytics Cloud, we have created the perfect conditions for an **intelligent, data-driven** co-operative that provides the best value for our growers."

Steve Birgfeld, Vice President Information Technology and Services, Blue Diamond Growers

35%

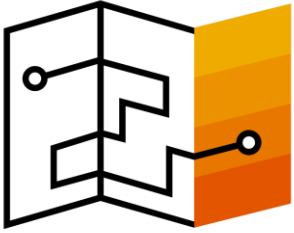
Reduction in size of financial data system after conversion

50

New capabilities in the SAP Fiori® user experience, helping streamline tasks

40%

Reduction in financial closing time



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



How Does Demand Sensing Accelerate the Digital Journey to a Sustainable Supply Chain?

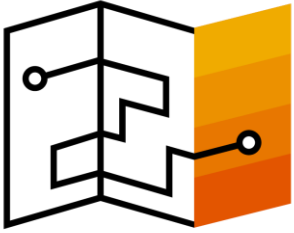
Providing more than 4,000 dairy products from more than 70 production sites

Arla Foods Amba is an international cooperative headquartered in Denmark owned by almost 13,000 farmers in seven countries. Recently, the dairy company set its sights on sustainability and reducing waste. So, Arla sought a solution that could support these goals by better **sensing and reacting faster to changes in demand** to optimize its supply chain planning. Arla also wanted to improve customer service and decrease inventory while reducing effort and manual time spent forecasting.

IMPLEMENT
CONSULTING GROUP

THE BEST RUN 





Digital Supply Chain Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Full transparency into demand across supply chain planning enables Arla to tackle business goals faster and smarter.

Arla implemented the **SAP® Integrated Business Planning for Supply Chain** solution and its demand sensing component with support from **Implement Consulting Group**, and was able to:

- Improve short-term planning based on daily sensed demand forecasts that are aligned with real demand patterns to optimize replenishment, deployment planning, and production planning, as well as sales forecasts
- Replace manual, repetitive planning tasks with an automated demand sensing solution for around 70% of all forecasted products, freeing up planners' time to focus on higher value tasks
- Improve forecast accuracy for more than half of the forecasted products without any manual effort in one common solution, thereby improving customer service and delivery
- Increase overall forecast accuracy for its UK market from 82.43% to 84.85% (a 2.42% increase) for all relevant SKUs and for other markets in whole categories by more than 5%, achieved while reducing time spent on manual, repetitive forecasting tasks by well over 10%
- Support immediate decision-making by increasing short-term forecast accuracy and reliability on a daily level for replenishment, production, and distribution planning
- Implement the solution on time and as planned with best-practice concepts from Implement Consulting Group, who has more than a 15-year history of working successfully with Arla

"SAP IBP is the future for us. The demand sensing component is the first step on our journey to **true end-to-end supply chain planning**, and we are already implementing multiple processes supported by SAP IBP."

Alfred Benny Christensen, Senior Solution Architect, Arla Foods Amba

IMPLEMENT
CONSULTING GROUP



Arla Foods Amba
Viby, Denmark
www.arla.com

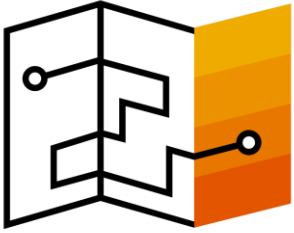
Industry
Agribusiness

Employees
19,000 (2016)

Revenue
>€10 billion

Featured Solutions and Services
SAP Integrated Business Planning
(SAP IBP) for Supply Chain

THE BEST RUN **SAP**



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

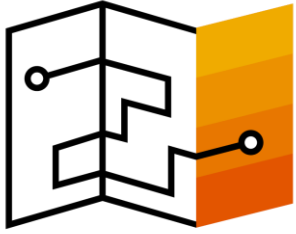
Wegmann Automotive: Driving an Active Culture of Innovation

While its wheel weight business enjoyed massive success, Wegmann Automotive's legacy technology systems found themselves falling further and further behind, causing workers to endure painstaking manual processes and frustrating data difficulties.

The leading manufacturer, though, was determined to transform, whether via building a better approach to analytics or enabling real-time visibility into the shop floor's most pressing needs and challenges. Today, the business is well down the road to becoming an Intelligent Enterprise. **Here's how they did it — and what's next.**

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Accelerating Business Success with SAP® Solutions

Before: Challenges and Opportunities

- Most company processes were performed manually
- In an increasingly globalized business, automation capabilities were inadequate
- System of more than three decades was soon to be unsupported by previous vendor
- Aging legacy software also caused business challenges due to lack of accurate, actionable data

Why SAP

- Appealing suite of diverse and proven products and solutions
- Need for something scalable that could grow alongside the business
- Single source of truth to simplify data gathering and reporting at all levels
- Demand-driven MRP approach, to improve the ability to respond to supply disruptions
- Intuitive SAP Fiori front-end to help drive end user adoption

After: Value-Driven Results

- More efficient and effective decision making, thanks to improved accuracy and accountability
- Streamlined, paperless approach to scheduling and packaging
- Increase in on-time delivery and overall availability to customers
- Clear path to stronger preventative and predictive maintenance during manufacturing

PUBLIC | en-US (2021) © 2022 SAP SE or an SAP affiliate company. All rights reserved.



"SAP put us on the road to success — improving on-time delivery, streamlining scheduling and more. **With MII ramping up, we're on track to becoming a fully integrated and transformed company.**"

Joshua Buchanan, Director of IT, Wegmann Automotive NA

#1

Ended 2021 with the highest on-time delivery in the company's history

85-90%

Improvement in repackaging rates during scheduling and shipping process

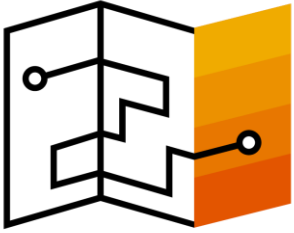
Wegmann Automotive North America
Murfreesboro, Tennessee
<https://www.wegmann-automotive.com/us/>

Industry
Automotive

Products and Services
Tire Balancing Weights
and Battery Bushings

Featured Solutions
SAP S/4HANA Cloud
SAP Analytics Cloud

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

How Do Intelligent Demand Planning Processes **Enable Success**?

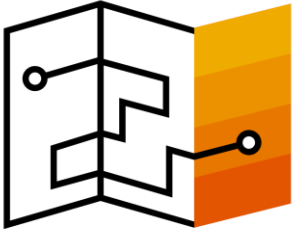
ZF Friedrichshafen AG is a global technology company and supplies systems for passenger cars, commercial vehicles, and industrial technology, **enabling the next generation of mobility**. With integrated solutions and the comprehensive ZF product portfolio, the ZF Aftermarket Division of the enterprise guarantees the performance and efficiency of vehicles throughout their lifecycle. Its combination of established product brands, digital innovations, customized products and services, and a worldwide service network has made ZF a sought-after partner and number two in the global automotive aftermarket.

In times of change, it is extremely important to react quickly to customer requirements and be flexible in operational and demand planning. ZF Aftermarket's existing solutions did not provide a unified system for the global organization to understand demand and create plans effectively. So, ZF sought the right technology to enhance demand planning with intelligence.

THE BEST RUN 



Picture Credit | ZF Friedrichshafen AG, Friedrichshafen, Germany. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Forecasting Demand with SAP® Integrated Business Planning Applications for Supply Chain

Before: Challenges and Opportunities

- Improve sales and operations planning and demand planning for aftermarket automotive parts
- Gain greater insight into market and sales forecasts to create better plans for demand

Why SAP

- SAP® Integrated Business Planning applications for Supply Chain (SAP IBP) to replace legacy planning software
- SAP IBP application for inventory, which provides intelligent safety stock calculations based on criteria such as replenishment times and the statistical error of the forecasts
- SAP IBP application for demand, which provides insight into changes and patterns in demand with advanced algorithms and visualizations
- SAP Supply Chain Control Tower solution, which provides native integration with SAP IBP applications for visibility across the supply chain with alerts and analytics
- SAP Services and Support for expert guidance and to assist with implementation

After: Value-Driven Results

- Unified all of the company's ERP systems into one environment for global demand planning
- Connected the SAP applications with other systems to receive data from outside the SAP application environment, which can help inform marketing activities (such as driving demand on social media)
- Facilitated a complex sales and operations planning translation process successfully and provided the flexibility to define key figures as well as free attributes
- Gained the ability to run simulations and comparisons of the forecasted results



"Based on the holistic planning approach, we **built the foundation for improved availabilities and reduced inventories** within our multi-echelon supply chain."

Rainer Scheuring, Vice President Corporate Finance, IT, M&A AC Market and Materials Management, ZF Friedrichshafen AG

Flexible

Control over levels of the supply chain regarding location, product, channel, customer, and others

Unified

Planning processes throughout the sales and operations planning division

ZF Friedrichshafen AG
Friedrichshafen, Germany
www.zf.com

Industry
Automotive

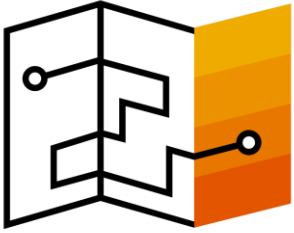
Products and Services
Technology systems for automobiles and technology solutions for automotive companies

Employees
150,000

Revenue
€32.6 billion

Featured Solutions and Services
SAP Integrated Business Planning for Supply Chain, SAP Supply Chain Control Tower, and SAP Services and Support

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Implementing an Integrated Ecosystem of Demand Planning Applications

ZF Friedrichshafen AG is a global technology company and supplies systems for passenger cars, commercial vehicles, and industrial technology, enabling the next generation of mobility. As a division of this innovative enterprise, ZF Aftermarket also faced the current challenges of the automotive industry.

So, ZF Aftermarket sought to prepare for the future with improved demand planning software and selected SAP® Integrated Business Planning applications for Supply Chain (SAP IBP). Specifically, it implemented the applications for inventory and demand, as well as the SAP Supply Chain Control Tower solution with guidance from SAP Services and Support. Together, the applications provide intelligent capabilities that span and enhance sales and operations planning, forecasting and demand, and other key processes. At the same time, SAP Supply Chain Control Tower provides greater visibility into the applications and their related processes with alerts and in-depth analytics.

SAP IBP applications connect with the company's ERP systems to create one environment for demand planning. From end to end, ZF Friedrichshafen is operating with an accurate and unified view of demand and using new insights to drive new demand.



"SAP IBP applications **help us prepare for the future** with flexibility. They provide the insights we need to make the right decisions about demand in the moment."

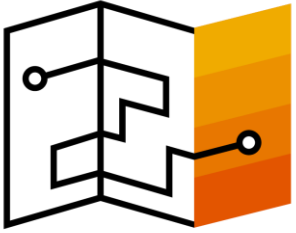
Stefan König, Head of Central Inventory Management,
ZF Aftermarket

9x

More planning combinations using a large variety of algorithms to reduce forecast errors

15-minute

Forecast runtime with SAP IBP, down from three hours



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- **Automotive**
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

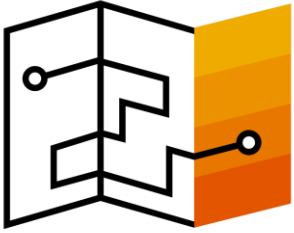


Harman International

SAP Integrated Business Planning: Customer Testimonial Video

IBP Customer Testimonial Video - Helmut Koelbl from Harman International





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

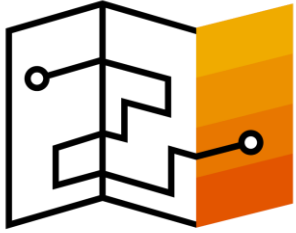


Kale Holding: Increasing Operational Visibility and Efficiency by Standardizing Processes

As one of the world's leading ceramic companies, Kale Holding A.Ş. produces everything from bathroom suites to chemical coatings. With an aspiration to become one of the most innovative companies in its sector, Kale wanted to take advantage of the latest digital technologies. To achieve this, Kale decided to eliminate data silos across its 14 manufacturing sites and establish standardized, **intelligent processes based on a single unified digital foundation for ERP**. By integrating and automating workflows across key areas of the business, Kale could increase visibility and control, achieve significant time and cost savings, and improve customer experiences.



Picture Credit | Kale Holding A.Ş., Istanbul, Turkey. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Integrating Enterprise-Wide Processes with SAP S/4HANA®

Before: Challenges and Opportunities

- Reduce shipment delays and planning issues due to ineffective communications and manual processes
- Gain a unified view of data from five legal entities and across 14 sites
- Minimize custom adaptations in ERP software
- Improve operational efficiency by automating and integrating processes

Why SAP and Vektora Bilişim Teknolojileri A.Ş.

- Centralized operations management solution based on SAP S/4HANA®
- Comprehensive and intuitive functionality to support best-practice processes across multiple lines of business, including supply chain management, sales and distribution, finance, and HR
- Embedded transportation management functionality and straightforward integration with the SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution as well as other SAP solutions
- Smooth and rapid deployment thanks to in-depth industry and technological expertise from SAP partner Vektora and use of the SAP Activate methodology

After: Value-Driven Results

- Better customer experiences through effective logistics planning and available-to-promise capabilities
- Less time required to train new employees on IT applications
- Simplified IT landscape management, with standardized processes based on best practices
- 16% reduction in transportation complaints
- 13% increase in shipments that are transported on time
- 3.5% improvement in overall equipment effectiveness for the wall tile manufacturing division



"By enabling us to deploy standardized processes based on best practices across the company, **SAP S/4HANA is helping us work faster and more efficiently.** We are not only saving time and costs but also providing better service to our customers."

Murat Erez, CIO, Kale Holding A.Ş.

15%

Reduction in raw material carrying costs

14%

Reduction in scrap rates for wall tile manufacturing

Featured Partner

vektora

Kale Holding A.Ş.
Istanbul, Turkey
www.kale.com.tr/en

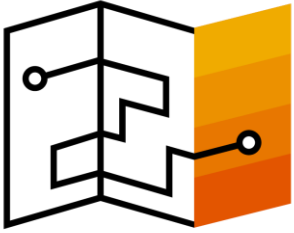
Industry
Building products

Products and Services
Bathroom equipment, floor and wall tiles, and ceramic coatings

Employees
6,000

Featured Solutions and Services
SAP S/4HANA, SAP IBP, and SAP Activate

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Achieving Competitive Advantage Through Streamlined and Automated Processes

With multiple, disparate solutions based across different subsidiaries and production sites, it was difficult for managers at Kale Holding A.Ş. to get an up-to-date and accurate operational overview. Furthermore, numerous customizations made it challenging to integrate and harmonize processes across the company.

With the help of SAP partner Vektora Bilişim Teknolojileri A.Ş., Kale used the SAP® Activate methodology to rapidly deploy a centralized operations management solution based on SAP S/4HANA®. The unified solution has helped the company implement standardized, best practice-based processes across all its sites while supporting automated end-to-end workflows across areas of the business.

Automation of tasks that were previously carried out manually, such as compiling reports, is freeing up time for employees to spend on activities that generate more business value. Meanwhile, embedded transportation management functionality in SAP S/4HANA and integration with the SAP Integrated Business Planning for Supply Chain solution are enhancing logistics planning, saving time and costs. Furthermore, better forecasting accuracy and increased supply chain transparency are helping Kale provide customers with more-accurate information on product availability and delivery schedules.



"SAP S/4HANA helps us run leaner, better-quality processes that improve our operational performance and **give us a significant competitive edge.**"

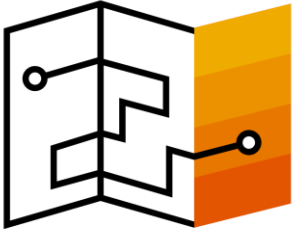
Murat Erez, CIO, Kale Holding A.Ş.

6

FTEs freed up to focus on higher-value, nonroutine tasks, thanks to automation in available-to-promise reporting

4.5%

Average reduction in the time taken to transport goods to customers, from order to delivery



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

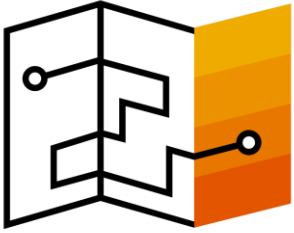


Velux

The VELUX Group: How Do You Manage Demand in a Pandemic?

When COVID-19 disrupted the manufacturing business, The VELUX Group relied on SAP Integrated Business Planning. See how a better understanding of demand will aid its supply-chain planning.





Digital Supply Chain

Supply Chain Planning

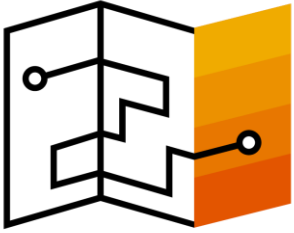
- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

How Does **Integrated Business Planning** Optimize Supply Chain Networks and Enhance Customer Service Levels?

Protecting more than **8 million homes** across North America with beautiful building solutions

The elements can be hard on a house. That is why builders, contractors, and homeowners alike trust fiber-cement siding, trim, and tile backerboard from James Hardie Building Products Inc., the global leader in premium-quality fiber-cement building solutions. But executing projects with outstanding customer service across North America is a complicated task. And trying to conduct demand supply matching using multiple spreadsheets downloaded from different systems makes it even harder. James Hardie needed **deeper insight into its supply chain** as well as the ability to plan months in advance so it could balance orders against capacity. The goal was to ensure the lowest cost and highest profit while also exceeding expectations for service and quality.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

James Hardie has **greater supply chain visibility and agility** to meet changing demands and exceed customer expectations.

Having worked with SCM Connections to deploy the **SAP® Integrated Business Planning for Supply Chain (SAP IBP for Supply Chain) solution**, James Hardie now has:

- One unified platform, allowing demand and supply teams to work in a centralized data model that can accommodate changes in real time
- Faster supply planning cycle, with the ability to run what-if scenarios for the entire supply chain in real time, helping mitigate risk and proactively ensure that service-level agreements can be met and exceeded
- Efficient source determination between customer regions and distribution locations that consider manufacturing, transportation, and storage capacity over time – helping optimize production by location
- Ability to choose from five or more sourcing options (compared to two previously), making it possible to automatically determine the best sourcing option for each product family and minimize supply costs
- Weekly planning at the stock-keeping unit (SKU) level across many months (compared to monthly planning at the product-family level), making it possible to determine each SKU's impact on resource capacity
- Optimized transportation planning that accounts for constrained capacity utilization of various modes of transport across production and stocking locations and limits the volume each location can ship per week – resulting in a more automated and feasible supply plan

“Moving to a harmonized tool like SAP IBP for Supply Chain helps us to be agile and proactive in **ensuring a faster supply chain response** to market variations. The implementation, learning, and adaptation has been phenomenal.”

Abhishek Kunchala, Business Systems Analyst, James Hardie Building Products Inc.

“SAP IBP addresses **cross-functional and critical business decisions** with optimal collaboration.”

Jeff Wrobel, Director – Supply Chain Customer Integration, James Hardie Building Products Inc.



James Hardie Building Products Inc.
Chicago, Illinois
www.jameshardie.com

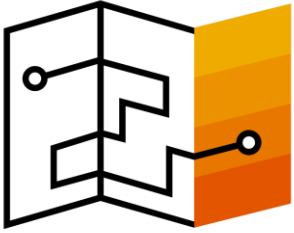
Industry
Building products

Employees
2,700

Revenue
US\$2.6 billion

Featured Solutions and Services
SAP Integrated Business Planning for sales and operations and SAP Integrated Business Planning for response and supply

THE BEST RUN



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



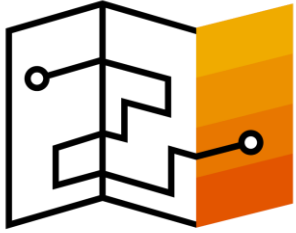
Kansai Plascon: Maximizing Value and Adoption from Moving Supply Chain Planning to the Cloud

Kansai Plascon (Pty) Limited is a leader in the African paint industry, manufacturing and marketing decorative, automotive, and industrial coatings from its base in South Africa for more than 130 years. Kansai Plascon is part of century-old, Japan-based Kansai Paint Group, a leader in paints and coatings globally.

Aspiring to cement its leadership position in Africa and seeking to **lift supply chain performance**, the company invested in modern cloud-based software to facilitate planning processes for sales and operations, inventory optimization, and supply and response. To safeguard the success of its move to the cloud and maximize the solution's adoption, Kansai Plascon collaborated with experts during and after the go-live, unlocking the true value of the cloud-based planning software.

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Boosting Digital Planning Prowess with SAP® Preferred Success and SAP Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Improve supply chain planning and forecasting accuracy through digital transformation
- Resolve functional gaps on SAP® ERP, supply chain integration add-on for SAP Integrated Business Planning (SAP IBP)
- Upskill internal team on the new solution and its capabilities

Why SAP

- Mature and integrated business planning capabilities using cloud-based SAP IBP applications for Supply Chain, facilitating sales and operations, inventory optimization, and supply and response planning processes
- Access to integrated business planning specialists from SAP Preferred Success services to identify the root causes of issues and recommend fixes before and during the implementation of SAP IBP
- Quality gate and solution launch checks during the implementation phase, using best practices to identify gaps prior to go-live and before moving to the next stage of deployment

After: Value-Driven Results

- Resolved performance and scalability issues, thanks to the advisory service for SAP Integrated Business Planning for inventory
- Successfully modeled key business requirements using a standard configuration, filled functional knowledge gaps, and resolved functional gaps in the data integration of the SAP IBP application for response and supply
- Addressed integration complexities due to industry-specific requirements
- Gained expert guidance on quarterly release adoption post go-live and proactive, insight-driven recommendations



"SAP Preferred Success provided invaluable advice on our implementation of SAP IBP, guiding us with knowledge and best practices, resolving complex issues, and **upskilling our business team** while acting as a sounding board for the system integrators."

Stephen Clarke, Business Head S&OP, Kansai Plascon (Pty) Limited

Resolved

Performance and scalability issues

Modeled

Key business requirements with standard configuration

PUBLIC | 70027enUS (21111) © 2021 SAP SE or an SAP affiliate company. <https://www.sap.com>

Kansai Plascon (Pty) Limited
Krugersdorp, South Africa
<https://plascon.com>

Industry
Chemicals

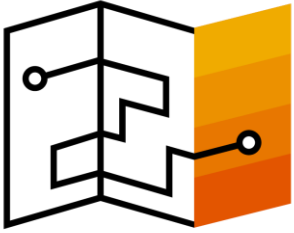
Products and Services
Manufacturer of paints for applications, coatings, and related products

Employees
1,400

Revenue
US\$245 million

Featured Solutions and Services
SAP IBP for Supply Chain and SAP Preferred Success

THE BEST RUN 



Digital Supply Chain

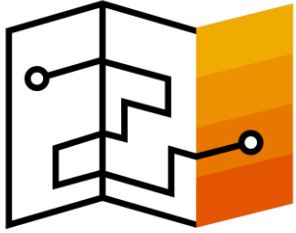
Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

LANXESS: Gaining a Consolidated View Across the Supply Chain with a Unified Planning Solution

Producing specialty intermediates, additives, and plastics used in the manufacture of a wide range of everyday products, LANXESS AG is one of the world's leading chemical companies. The ability to track and forecast demand is crucial for efficient operations management at the company. However, with disparate planning solutions and workflows across multiple business units, getting an enterprise-wide overview was a challenge. To create a streamlined and agile supply chain while supporting future growth, LANXESS decided to standardize its planning processes by implementing a **single, unified foundation for integrated business planning**.





Digital Supply Chain Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Improving Supply Chain Transparency with SAP® Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Consolidate planning information from multiple disparate solutions and spreadsheet-based tools on a single, integrated business planning solution
- Standardize planning and forecasting processes across all business units
- Cut complexity in the IT infrastructure to make it easier to incorporate newly acquired companies

Why SAP and Accenture plc

- Global deployment of demand management functionality offered by the SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution, with further planned implementations of functionality for sales and operations, inventory, and response and supply planning
- Flexibility for different businesses to configure their own reporting options without changing the core solution and processes
- Integration with SAP S/4HANA® and enablement of updates to the company's rolling financial forecast
- Intuitive user experience, resulting in a rapid adoption across the business
- Fast access to specialist product knowledge and proactive checks and validations through SAP MaxAttention™ services to help ensure a smooth go-live
- Project management and implementation expertise from SAP partner Accenture plc

After: Value-Driven Results

- Anticipated increase in forecasting accuracy, improving visibility and supporting decision-making
- Foundation for the development of capabilities for statistical forecasting and supply management
- Simplified IT infrastructure, making it easier to take advantage of new functionality and faster to integrate new businesses



"Our trusted advisor from SAP MaxAttention services enabled the smoothest possible go-live. With one centralized planning foundation based on SAP IBP, we are accelerating planning decisions and **creating a more agile supply chain.**"

Jean Duvoisin Lawlor, IBP Process Management, LANXESS AG

10

Businesses supported by a unified planning and forecasting solution

Reduced

IT costs due to the IT team maintaining a single planning solution instead of multiple legacy systems

Featured Partner



PUBLIC | 76000-enUS (21/11) | © 2021 SAP SE or an SAP affiliate company. <https://www.sap.com/pressroom/2021/11/lanxess-sap-maxattention-services>

LANXESS AG
Cologne, Germany
www.lanxess.com

Industry
Chemicals

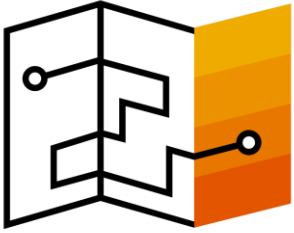
Products and Services
Plastics, rubber, intermediates, and specialty chemicals

Employees
14,300

Revenue
€6.8 billion

Featured Solutions and Services
SAP IBP, SAP S/4HANA, and SAP MaxAttention

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Meeting Customer Needs More Reliably by Standardizing Global Planning Processes

Reliance on manual processes and disparate planning tools at 10 business units meant that groupwide reporting at LANXESS AG was cumbersome and decision-making was not as fast as it could be. To support a more agile supply chain, the company decided to standardize processes by establishing a single integrated business planning solution.

Assisted by SAP partner Accenture plc, the company implemented the SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution. Drawing on specialist product expertise through the technical quality manager and leveraging proactive checks and validations through SAP MaxAttention™ services – such as integration, technical and functional design, performance and scalability, going-live support, and smooth operations handover – LANXESS deployed the solution at more than 80 sites around the world, with any issues resolved quickly and efficiently.

An intuitive user experience has resulted in rapid adoption of the software, and with the unified solution in place, salespeople no longer need to switch between different systems when entering information, improving productivity. Now, planners can quickly and easily access company-wide reporting, informing strategic decision-making and capacity planning to help fulfil customer requirements. Furthermore, the simplified IT infrastructure makes it easier to integrate newly acquired companies and simplifies upgrade processes so that the company can take advantage of the latest technological capabilities.



"By giving us a better understanding of what customers are and will be ordering, SAP IBP is helping us constantly redefine our supply chain strategy to be more responsive and gain a competitive advantage."

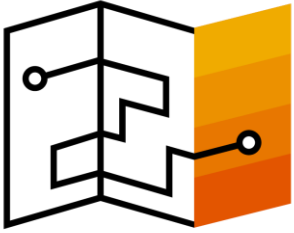
Jean Duvoisin Lawlor, IBP Process Management, LANXESS AG

Monthly

Inclusion of planning figures into an enterprise rolling financial forecast

Increased

Employee productivity, with intuitive tools that are available online and offline from any device



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



How Did Intensive Support Aid a Big-Bang Transformation of Supply Chain Planning?

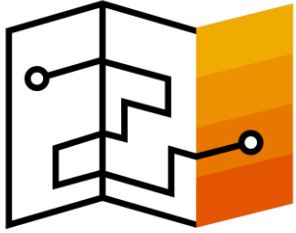
Safeguarding an ambitious implementation project spanning 130 countries

Japan Tobacco International SA (JTI) is committed to making its tobacco and reduced-risk products business not only the fastest-growing enterprise of its kind, but also the most innovative and sustainably run. In setting out to reinvent its supply chain planning processes, it sought to introduce a global supply chain planning solution that went far beyond replacing legacy systems. The project would transform operations by introducing sales and operations planning process worldwide and covering all aspects of long- and short-term supply planning, enabling full planning integration from leaf to market.

Deploying the right solution across the globe was a massive undertaking that required in-depth know-how and hands-on assistance from the experts.

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Enabling Global Demand and Supply Planning and Unified Processes with SAP® IBP for Supply Chain

Before: Challenges and Opportunities

- Transform the supply chain planning process across 130 markets, more than 50 manufacturing sites, and eight leaf origins
- Optimize financial planning procedures by consolidating volume planning under one single system
- Enable a global sales and operations planning process and propagate demand throughout the entire supply chain by considering various types of constraints

Why SAP

- SAP® Integrated Business Planning for Supply Chain (SAP IBP) solution for real-time supply chain planning
- SAP Cloud Integration service for data services, helping integrate SAP IBP with SAP S/4HANA®
- SAP MaxAttention™ and premium engagements services for robust going-live support, including SAP Feasibility Check, SAP Volume Test Optimization, SAP Technical Integration Check, and SAP Upgrade Weekend Support services, as well as going-live support during the hypercare phase

After: Value-Driven Results

- A robust foundation for integrated demand, supply, factory production, raw-material, and financial operations planning
- Reduction in manual data collection for reporting and data reconciliation thanks to better-enforced and more-consistent planning processes
- Introduction of constrained supply plan and optimized finished-goods inventory level providing solid based for cash flow planning
- One system across the entire network, encompassing distribution centers, factories, markets, and more



"SAP IBP provides us with a foundation for full transparency, which will allow us to **improve efficiency and resource optimization** and consequently contribute to the corporate bottom line."

Tülin Suren, Global Supply Chain, Japan Tobacco International SA

"This project is critical for our supply chain transformation, and we **moved to one platform** versus many platforms and manual processes before."

Marcel Miesen, Global Supply Chain and Finance IT, Japan Tobacco International SA

10%

Reduction in inventory write-offs, as well as reduced inventories overall

Up to 10%

Reduction in out-of-stock situations in high-gross margin markets

PUBLIC | 796226enUS (22/01) © 2022 SAP SE or an SAP affiliate company. <https://www.sap.com/terms-of-sale>

Japan Tobacco International SA (JTI)
Geneva, Switzerland
www.jti.com

Industry
Consumer products

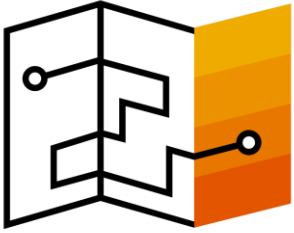
Products and Services
Cigarettes, tobacco, and reduced-risk products

Employees
44,000

Revenue
€10.98 billion

Featured Solutions
SAP IBP for Supply Chain, SAP S/4HANA, SAP Cloud Integration for data services, SAP MaxAttention, and premium engagements

THE BEST RUN



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

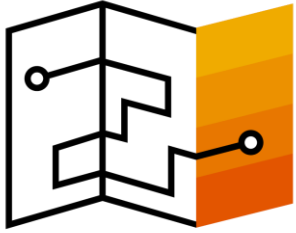


Morgan Foods: How a Modernized ERP System Helps Deliver the Same Great Taste Again and Again

Morgan Foods essentially doubled in size between 2017 and today. The largest private manufacturer of soup and beans in America, the company needed new business management software to keep pace with its growing demand. The willingness to change was there, but the know-how wasn't. That's why Morgan Foods brought in Hitachi to help advance its transformation journey, implementing next-generation ERP software with an integrated business planning approach. Today, with functionality, data, and supply chain improvements across the board, the company continues delivering its high-quality products on time, every time.



Pictures Credit | Morgan Foods, Austin, TX. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Growing Larger, and Keeping Pace, with SAP® Solutions

Before: Opportunities and Challenges

- Ongoing struggle to keep pace with customer demand volume amidst rapid company growth
- Poor visibility into supply chain processes for planning and procurement functions
- Inability to scale manufacturing model to support R&D expectations
- Data model for process manufacturing failed to optimize and streamline operations

Why SAP and Hitachi

- Simplified overall user interface
- Ability to scale with the business to support growth
- Enablement of supply chain best practices and processes
- Improved ability to conduct "What If?" scenario analysis
- Effective integration with core transactional system

After: Taking Advantage, Maximizing Value

- Improved transparency and visibility into supply chain, driving smarter decision making
- Enhanced overall order execution, quality management and supply chain processes
- Created a constrained supply plan model to support busy season volumes
- Defined a more accurate and collaborative forecast process
- Streamlined warehouse management operations



"We needed to enhance our company infrastructure to support the growth we've seen — and expect to continue seeing. For us, **all the paths we were taking led to SAP S/4HANA.**"

Steve Hankins, CFO, Morgan Foods

The Start 80%

"The day you go live is just the beginning," Hankins said, citing embedded analytics as a key opportunity in years to come

Of shipments today come from outside warehouses, making new stock order transfer process extremely effective

Featured Partner

HITACHI
Inspire the Next

Morgan Foods
Austin, Indiana
morganfoods.com

Industry
Consumer Products

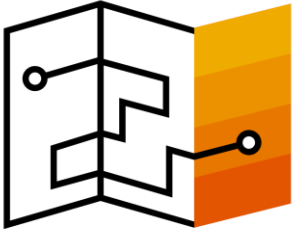
Product and Services
Canned Soups, Beans,
Sauces and Broths

Employees
800

Revenue
\$400m+

Featured Solutions and Services
SAP S/4HANA
SAP Integrated Business Planning

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Orkla Food Ingredients: Preparing for the Future with a Modern Supply Chain

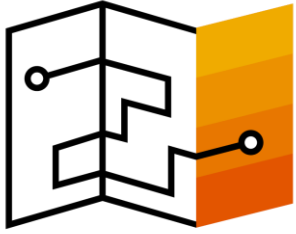
Distributing bakery and ice cream ingredients and plant-based products to 22 European countries

Families and businesses depend on Orkla ASA for a wide variety of their favorite branded consumer products. They trust one of the enterprise's main businesses, Orkla Food Ingredients, to bring their recipes to life with high-quality bakery and ice cream ingredients and plant-based products. Orkla Food Ingredients serves the business-to-business and business-to-consumer markets, and the company depends on technology to **meet the needs of a growing number of customers**. Specifically, it began wondering how a new technology solution for the supply chain could support better decision-making and scale with the company's future needs.

IMPLEMENT
CONSULTING GROUP

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Creating a Cross-Company Planning Platform with SAP® Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Enable more efficient collaboration across business units and flow of products
- Decrease manual effort related to supply chain processes
- Enable better decision-making with greater insight into the moments that matter
- Onboard a range of the company's individual food brands to the new technology solution

Why SAP and Implement Consulting Group

- SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution, which provides the foundation for accessing real-time supply chain insights and support for better planning
- Individual applications for SAP IBP, which provide powerful capabilities to enhance inventory, demand, sales and operations, and other processes
- Integration with the wide variety of existing third-party back-end systems
- SAP Supply Chain Control Tower solution, which provides supply chain visibility, alerting, and analytics and can integrate with SAP IBP

After: Value-Driven Results

- Implemented SAP IBP as part of a cross-company planning platform with intuitive rollout templates that helped realize the value of the solution quickly
- Created simpler ways of working and increased automation across business functions
- Decreased the complexity and total cost of ownership of the technology landscape
- Implemented the processes and solutions at the individual brands (including Odense Marcipan, Idun, KåKå, and Sonneveld) in just three to four months each
- Completed a 100% remote implementation during the COVID-19 pandemic



"We created a modern landscape of integrated supply chain planning solutions. Today, we're making **proactive – not reactive – planning decisions** because we have in-depth, accurate insights when we need them."

Hege Askeland, Logistic Consultant, Orkla Food Ingredients

5 weeks

To create a proof of concept

14 weeks

To implement the solution

14%

Increase in forecast accuracy

27%

Reduction in waste related to products past shelf life

Featured Partner

IMPLEMENT
CONSULTING GROUP

Orkla Food
Ingredients
Oslo, Norway
www.orkla.com

Industry
Consumer
products

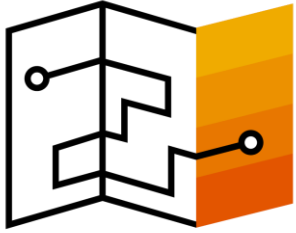
Products and Services
Food products and
ingredients for baking,
including yeast, butter,
and margarine

Employees
18,510
(Orkla ASA)

Revenue
KR 42.7 billion
(US\$4.9 billion)

Featured Solutions
SAP IBP and SAP Supply Chain
Control Tower

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Orkla Eesti: Improving Supply Chain Decisions to Increase Customer Satisfaction

Distributing popular food products across 22 countries in Europe

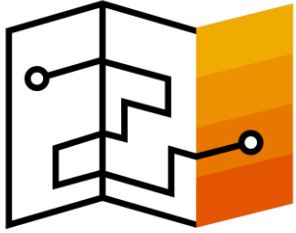
For decades, consumers and businesses have been relying on Orkla Eesti AS for a wide range of more than 500 branded products that are manufactured in two major factories in Estonia. From sweets to juices, mustard, vegetable preserves, and Felix ketchup, as well as other brands from the Orkla Group – such as Taffel snacks, Paulüns muesli, Abba fish products, and Ekströms blueberry soup – the company provides the market with all kinds of famous quality products. To **automate and standardize supply chain demand planning across locations**, Orkla Eesti needed a highly flexible and modern software solution.

IMPLEMENT
CONSULTING GROUP

THE BEST RUN 



Picture Credit : Orkla Eesti AS, Oulu, Norway. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Automating and Standardizing Supply Chain Planning Processes with SAP® Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Insufficiencies and high manual effort for supply chain planning processes in various countries
- Disparate systems and data pools for demand planning
- Lack of transparency and scalability

Why SAP and Implement Consulting Group

- Ability to leverage a common solution for demand planning across Estonia and Latvia with the SAP® Integrated Business Planning (SAP IBP) application for demand
- Easier rollout of the application in additional countries
- Comprehensive business process knowledge and implementation expertise
- Long-term, trusted, and successful partnership with Implement Consulting Group

After: Value-Driven Results

- Increase in customer service levels while decreasing penalty risk for customers
- Significant reduction of redundant work and scrap that enables cost savings
- Higher process transparency and more-reliable data quality based on a common data, resulting in improved decision-making
- Establishment of a stable and transparent statistical model to ease future expansion
- Cost optimizer for planning across the supply network
- Adjustments of planning templates in SAP IBP, such as adding optimization models for demand
- Ability to nurture creativity and share ideas, including validating hypotheses to further improve demand planning processes



"With our new integrated and unified digital supply chain planning application, we have established a robust, powerful, and scalable solution that allows us to improve our decision-making."

Andrei Gontšarov, Sales Director, Orkla Eesti AS

7%

Increase in planning accuracy

100%

Improvement in transparency based on common data

Featured Partner

IMPLEMENT
CONSULTING GROUP

Orkla Eesti AS,
part of Orkla ASA
Oslo, Norway
www.orkla.com

Industry
Consumer
products

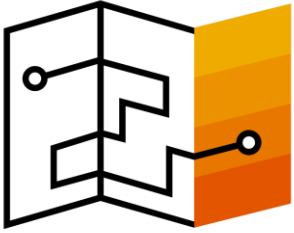
Products and Services
Food products and
ingredients for baking,
including yeast, butter,
and margarine

Employees
18,610
(Orkla ASA)

Revenue
KR 42.7 billion
(US\$4.9 billion)

Featured Solutions
SAP IBP for demand

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



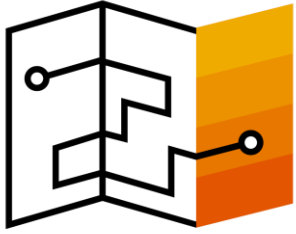
Vari: Elevating the Workspace Design and the Modern Office with Unprecedented Innovation

The future of the workspace is flexibility. Vari is the workspace innovation company that helps organizations unlock the potential of their space *and* people. Formerly known as VariDesk, a brand synonymous with standing desks, they offer a collection of office furniture with everything high-growth companies need to scale and flex their office space. Today, organizations all over the world – including over 98% of the Fortune 500 – use Vari products such as conference tables, moveable walls, seating, storage, and lights.

Learn how Vari is embarking on a new journey that addresses everything from changes in consumer buying patterns to supply-chain optimization challenges.



Picture Credit | Vari, Coppell, TX. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

© 2021 SAP SE or SAP affiliate company. All rights reserved. | PUBLIC | US (21402)

Optimizing Supply Chain and Inventory in Integrated Platform

Before: Challenges and Opportunities

- Shifting from direct-sale, e-commerce approach as company expands into workplace design solutions
- Aging systems require manual data collection while lacking visibility on inventory, receipts and demand
- Fast growth contributes to lack of best practices, including time-consuming supply-chain planning processes amidst new market realities such as the global pandemic and work-from-home movement

Why SAP

- Seeking fully integrated solution to support visibility and recommendations on stocking targets at all locations in their network, reaching and covering more than 120 countries to date
- SAP Integrated Business Planning (IBP) for Supply Chain solutions deemed ideal for company's focus on innovating core product offering *and* operations – away from manual methods to on-demand insight
- SAP Gold Partner SCMO₂ selected as implementation partner to leverage IBP's supply planning and inventory optimization tools to better predict demand and ensure right inventory levels at all locations

After: Value-Driven Results

- Greater scalability, flexibility and end-to-end customer experience – all critical to long-term success
- Strengthening B2B market presence and meeting rising demand for designing and installing full office workspace solutions...ability to create scenarios for ongoing business planning
- Dramatically faster data collection and demand planning cycles with vastly improved visibility and predictability of network inventory and requirements

vari.

"SAP gives us the ability to scale more effectively under any business conditions. Deeper insight, more reliable data and better processes are all crucial as we evolve as an innovative workspace company."

Jeff Dinard, Chief Information Officer, Vari

15%

Inventory carrying costs reduced as much as 10% to 15% on average

30%

Planner productivity has improved by an average of 20% to 30%

Featured Partner



Vari
Coppell, TX
www.vari.com/

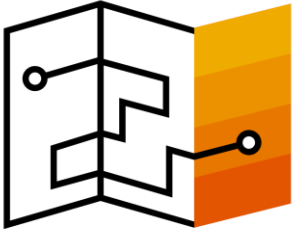
Industry:
Consumer Products

Products and Services:
Office furniture
Ergonomic desks

Employees:
350

Featured Solutions:
SAP IBP for Demand
SAP IBP for S&OP
SAP IBP for Inventory

THE BEST RUN



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

vari.

Building on and Maintaining **'The Most Important'** Aspect of Any Successful Business

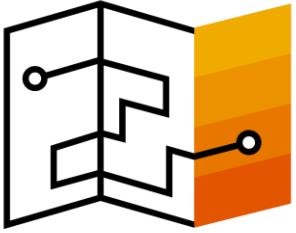
Vari's move from manual demand planning to SAP Integrated Business Planning (IBP) solutions culminated in many advantages – not just more timely and more reliable information for decision making. It's fast access to crucial data without impact on limited internal IT resources. SAP Gold Partner SCMO₂ "led us in ways that ensured we adopted best practices everywhere needed," explained Vari CIO Jeff Dinard.

Vari can now easily and more accurately forecast inventory demand while supporting location planning via sales trend analysis and statistical modeling, for example. IBP enables detailed KPI/metric monitoring and robust reporting to foster ongoing improvements in the business and its processes. During the 13-week implementation, Dinard also credits SAP and SCMO₂ for living up to what he considers "the most important" element of success: "quality trustworthy relationships that we can build on and maintain."

"Flexible work solutions are our jam, and SAP is instrumental in our success every day. That includes being able to meet customer needs in 30 different countries in all the ways they expect and demand."

Jeff Dinard, Chief Information Officer, Vari





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

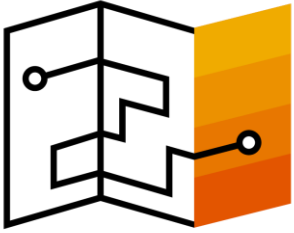


Mavin Group

How do you improve demand visibility in a global pandemic?

Learn how in a meat industry upended by the global pandemic, Mavin Group is looking to optimize production and inventory plans with SAP Integrated Business Planning for Supply Chain.





Digital Supply Chain

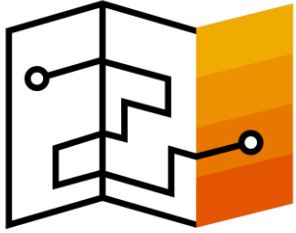
Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

How Can You Grow Your Business While Improving Customer Service with an Army of Digital Applications?

Global third-party IT maintenance provider Evernex is committed to supporting its customers with sustainable and cost-efficient IT operations by offering repair services that extend the life of computer hardware past manufacturers' initial maintenance periods. To help meet exacting service levels during a period of rapid business growth through increased productivity and efficiency, the company wanted to establish a robust, scalable, and unified digital foundation for its business management processes. It looked for a cloud-based solution architecture that would enable a standardized "clean core" strategy as the foundation for reliable end-to-end processes, data, and analytics. And it wanted to ensure user adoption by deploying intuitive and specific **applications on top of the core that are tailored to employee roles.**





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Streamlining Processes in the Cloud with SAP® Business Technology Platform

Before: Challenges and Opportunities

- Create an innovative, open platform on top of a heterogeneous ERP landscape to improve the digital experience for employees in different roles
- Accelerate workflows to improve efficiency across sales, finance, and supply chain management
- Become a data-driven company, enabling informed decision-making at all levels

Why SAP and Apsia

- A cloud-based innovation foundation enabled by SAP® Business Technology Platform (SAP BTP) and integrated with the company's existing SAP Business ByDesign® solution and other ERP solutions through SAP Integration Suite
- Development of 20 SAP Fiori® apps, using SAP Extension Suite services (SAP Business Application Studio, the SAP Launchpad service, and the SAP Platform Identity Provider service for SAP BTP)
- Real-time reporting across the business enabled by the SAP Analytics Cloud solution
- Optimized inventory management using the SAP Integrated Business Planning for Supply Chain solution
- Availability of an API that enables partners to develop applications that connect to the digital platform
- Project guidance and implementation support from SAP partner Apsia

After: Value-Driven Results

- Increased user adoption and productivity, with employees able to complete tasks significantly faster
- Better access to business intelligence and scenario planning, supporting agile decision-making
- Ability to maintain a standardized core ERP solution
- Lower cost of ownership, thanks to a pay-per-use pricing model

evernex
IT life services

"SAP BTP is helping us enhance the services we deliver to our customers by improving user experiences and providing each employee with the **right tools and information to complete day-to-day tasks efficiently.**"

Emmanuel Roland, Chief Digital and Technology Officer, Evernex

4x

Faster to complete order entries for complex contracts

One

Data source, accessed using multiple applications

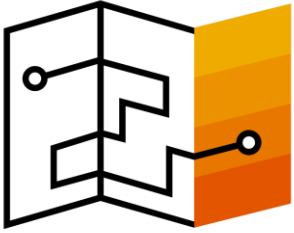
Featured Partner



PUBLIC | 171600entUS (2111) © 2021 SAP SE or an SAP affiliate company. saps.com/terms-of-use

Evernex	Industry	Products and Services	Employees	Revenue	Featured Solutions and Services
Paris, France www.evernex.com	High tech	Third-party IT maintenance services	1,000	€103 million	SAP BTP (including SAP Extension Suite, SAP Integration Suite, and SAP Analytics Cloud), SAP Business ByDesign, and SAP Integrated Business Planning for Supply Chain

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Helping Employees Work More Effectively with Role-Specific Applications

To manage double-digit growth while meeting aggressive service-level agreements (SLAs) for its customers, IT maintenance provider Evernex wanted to provide its employees with intuitive tools for specific tasks. These tools would cover functions in sales, supply chain, finance, and operations and would automatically connect with the relevant ERP system.

Supported by SAP partner Apsia, Evernex developed multiple applications for desktops and mobile devices within weeks using SAP® Business Application Studio, an offering available through SAP Extension Suite, which is part of SAP Business Technology Platform (SAP BTP). User-specific access and authorization is enabled by the SAP Launchpad service and the SAP Platform Identity Provider service for SAP BTP. The SAP Analytics Cloud solution is used for real-time reporting, and the SAP Integrated Business Planning for Supply Chain solution supports improved stock management.

Adoption has spiked thanks to an intuitive user experience, and accelerated processes now increase productivity. For example, the process to dispatch a part, which previously took 60 to 90 minutes, is now completed in 10 to 15 minutes, making all the difference for a company that must meet SLAs of only a few hours. Meanwhile, access to timely and accurate information supports data-driven decision-making and informs future strategy.



"With SAP BTP, our creativity becomes the limit. We can develop tools for defined business needs while keeping a standardized ERP core based on SAP Business ByDesign."

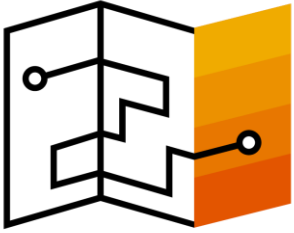
Emmanuel Roland, Chief Digital and Technology Officer, Evernex

6x

Faster to locate and dispatch a spare part

850,000

Stock items managed across 330 stocking locations



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- **High Tech**
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

IT Landscape at Evernex

With support from SAP partner Apsia, Evernex created role-specific applications based on SAP® Extension Suite and integrated with the SAP Business ByDesign® solution and other ERP solutions through SAP Integration Suite. The SAP Analytics Cloud and SAP Integrated Business Planning for Supply Chain solutions are also part of the company's IT landscape.

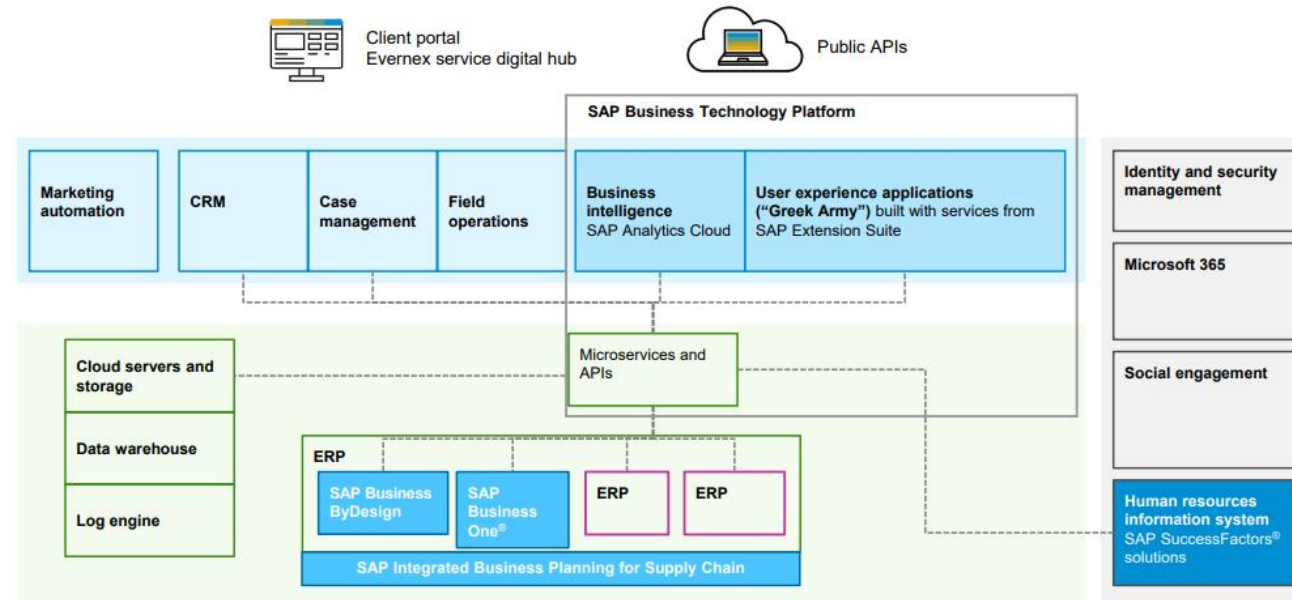
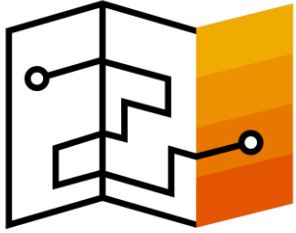


Figure: Digital Foundation at Evernex



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Public Sector
- Life Sciences
- Wholesale Distribution

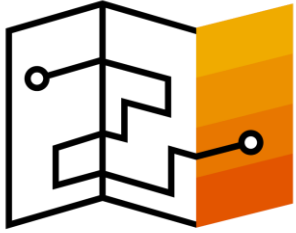


How Can Rigorous Sales, Inventory, and Operations Planning Aid Collaboration and Speed?

Increasing supply chain visibility to smooth production of **more than 150,000 stock-keeping units**

Motion control and fluid technology solutions from Norgren Limited, part of IMI, improve the quality of our everyday life in sectors from life sciences to rail transport. With eight distribution centers, five factories, 19 sales companies, and scores of partners and planners, Norgren runs highly complex planning and supply chain operations. But its systems were focused on the short term, with no link to long-term strategy. The company could not accurately forecast demand spikes and shortfalls or capacity constraints and had to transfer financial targets, rather than volume forecasts, to suppliers. To evolve from **reactive to proactive** operations, Norgren needed to transform.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Bridging the Gap Between Operational and Business Planning with SAP® Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Support robust collaboration between demand and supply teams for enhanced supply chain operations
- Facilitate a smooth conversion from value-based to volume-based forecasts, simplified processing of aggregated demand, and automatic disaggregation to the stock-keeping-unit level for the production plan
- Enable collaborative, standardized processes; enhanced views of capacity, inventory, and supplier constraints; and use of "what-if" scenarios to aid mid- to long-term decision-making
- Build integrated planning systems to rapidly handle huge data volumes and enable real-time analysis

Why SAP and Westernacher Consulting

- SAP® Integrated Business Planning (SAP IBP) applications for Supply Chain, offering support for planning horizons from 3 to 24 months, scenario planning and versioning capabilities, one integrated set of plans, forecasting input at the right planning level, and intuitive data integration with third-party systems
- Westernacher for agile implementation support spanning people, processes, and systems

After: Value-Driven Results

- Faster cycles, reviews, and decisions thanks to improved visibility of supply capacity and constraints
- Improved cross-functional communication and better links between finance and supply chain teams
- Enhanced tactical decision-making processes, helping Norgren achieve its strategic plan
- Better relationships with suppliers thanks to improved demand forecasting for both value and quantity
- Improved productivity and operating profit and better use of installed capacity with level-load production
- Optimized inventory management, incorporating dimensions including forecasting and lead-time errors



"With SAP Integrated Business Planning for Supply Chain, we can see what's on the horizon and take **proactive action** earlier. We have a common language, a shared system, and better processes for collaboration and consensus building."

Mike Keen, Global Sales and Operations Planning Director, Norgren Limited

One

Source of truth for stakeholders, from product management through procurement to executive leadership

Reduced

Complexity aided by better segmentation of data

Featured Partner

Westernacher
NONSTOP INNOVATION

Norgren Limited
Lichfield, England
www.norgren.com

Industry
Industrial machinery and components

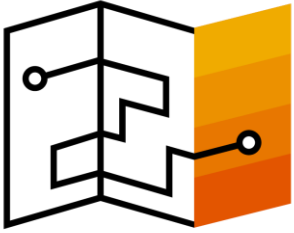
Products and Services
Pneumatic motion and fluid control technologies

Employees
647

Revenue
£77 million (€90 million)

Featured Solutions
SAP IBP applications, including SAP IBP for demand, SAP IBP for inventory, and SAP IBP for sales and operations

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



AAF: Using Intelligent and Integrated Cloud Software to Expand on 100 Years of Bringing Clean Air to Life

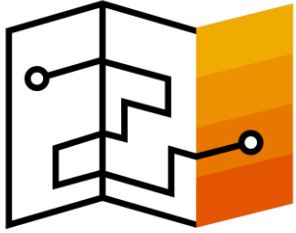
The first Reed Air Filter, a creative filter solution developed in 1921, established the foundation for what is today AAF – the world's largest manufacturer of air filtration solutions, operating production, warehousing, and distribution facilities in 22 countries across four continents. With its global headquarters in Louisville, Kentucky, AAF is committed to protecting people, processes, and systems through the development and manufacture of the highest-quality air filters, filtration equipment, and containment housings. Its innovative air filtration solutions remove and control airborne particulates and gaseous contaminants in residential, commercial, industrial, clean-room, transportation, and nuclear power applications.

Over the years AAF has expanded by acquisition. These acquisitions resulted in AAF owning multiple ERP systems that supported individual business segments. AAF is committed to its digital transformation, moving to a next-generation ERP environment, and expects to realize its vision for the future while **accelerating time to value**.

THE BEST RUN 

PUBLIC





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Accelerating Time to Value with Next-Generation ERP Using the RISE with SAP® Offering and SAP S/4HANA® Cloud

Challenges and Opportunities

- Replace multiple disparate and antiquated ERP systems with a single, global platform and integrated processes to help meet the needs of customers, suppliers, and stakeholders
- Lay the foundations to meet the strategic imperative of improving operating margins and working capital while achieving significant revenue growth

Why SAP

- Accelerated and guided path to SAP S/4HANA® through the RISE with SAP offering, leveraging preparational, analytical, and enablement tools and services for an optimal transition
- Reduced cost and complexity in its IT landscape, connecting the SAP® Customer Experience portfolio, SAP Integrated Business Planning for demand, and SAP S/4HANA Cloud, private edition, allowing the business to grow revenue significantly without proportionally increasing costs
- Comprehensive analytics capabilities using the SAP Analytics Cloud solution
- Real-time insights through native integration of IoT sensors on filters with SAP S/4HANA Cloud

Expected Value-Driven Results

- Increased speed of digital transformation with SAP S/4HANA Cloud, private edition
- Leveraged implementation best practices across strategic business priority areas
- Established one version of the truth, with reporting for material master files, pricing modules, and configuration, price, and quoting processes drawing on data from Intelligent ERP
- Enabled critical decision-making, gaining context to manufacturing data through dashboarding and analytics capabilities

PUBLIC | Studio SAP | 75684enUS (21/09) © 2021 SAP SE or an SAP affiliate company. www.sap.com/digital



"Thanks to the RISE with SAP offering, we have fast-tracked our way to becoming an intelligent enterprise with customer-focused processes and a **user-enabling, operationally agile landscape integrated in the cloud.**"

Bob Betts, Director, SAP Program, American Air Filter Company Inc.

Achieving

Speed, simplicity, and flexibility across multiple business operations and customer channels

One

Source of truth from an integrated suite of cloud solutions

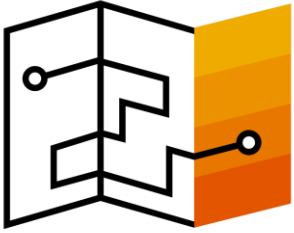
American Air Filter Company Inc.
Louisville, Kentucky
www.aafintl.com

Industry
Industrial machinery and components

Products and Services
Air filtration solution manufacturing

Featured Solutions and Services
RISE with SAP; SAP S/4HANA Cloud, private edition; and SAP Customer Experience

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- **IM&C**
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Featured Solutions and Services

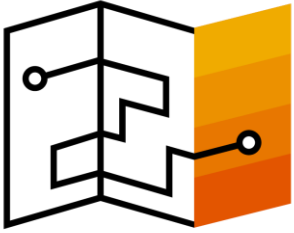
American Air Filter Company Inc. used the **RISE with SAP® offering** to guide its move to a next-generation ERP environment, using solutions and services including:

- SAP S/4HANA® Cloud, private edition
- SAP Sales Cloud
- SAP Service Cloud
- SAP Analytics Cloud
- SAP Integrated Business Planning
- SAP Internet of Things
- SAP Edge Services

THE BEST RUN 



Picture Credit | American Air Filter Company Inc., Louisville, Kentucky. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- **IM&C**
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Orora and Services ANZ collaborated to streamline processes, and implement SAP Integrated Business Planning (IBP).

“We ran a standard Sales & Operation (S&OP) cycle with manual tools and inputs for years. SAP IBP has helped us revolutionize the way we operate and allow our Demand Planning and S&OP process move towards best-in-class.”

Grant Clark, Demand & Customer Collaboration Manager, Orora Group



Orora Group
Kingsford South
Australia

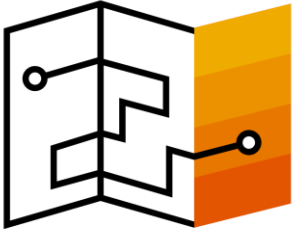
Industry
Glass Bottle
manufacturer

Employees
350

Featured Solutions and Services
SAP Integrated Business Planning

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



How Do You Improve Digital Supply Chain Planning During a Global Pandemic?

Optimizing planning across 50 manufacturing sites and sales companies in almost 30 countries

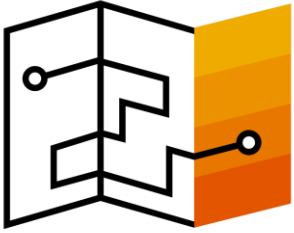
Founded in 1917 as a heating technology manufacturer, today Viessmann Group is one of the world's leading providers of sustainable climate (heating, cooling, water, and air quality) and renewable energy solutions. A family business in its fourth generation, Viessmann is committed to creating living spaces for generations to come.

Strong growth in recent years has increased Viessmann's global presence. The group now operates branches in 74 countries. To take corporate supply chain planning to the next level, Viessmann looked to unify processes across its global business – a task made even more difficult by the disruption caused by the COVID-19 pandemic.

THE BEST RUN 



Picture Credit | Viessmann Group, Allendorf, Germany. Used with permission.



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Optimizing Digital Supply Planning Worldwide with SAP® Integrated Business Planning for Supply Chain Solution

Before: Challenges and Opportunities

- Unify digital supply chain planning processes across lines of business and across countries
- Optimize global demand planning, and sales and operations planning
- Adapt to supply chain disruption and changes in customer demand caused by the COVID-19 pandemic

Why SAP

- SAP® Integrated Business Planning (SAP IBP) for Supply Chain solution, combining sales and operations planning, forecasting and demand, response and supply, demand-driven replenishment, and inventory planning in a single solution
- Integration with Viessmann Group's core SAP S/4HANA® suite

After: Value-Driven Results

- Harmonized global supply chain planning processes
- Integrated demand planning, sales forecasting, and production planning processes
- Established a single set of numbers for planning sales volumes, revenues, and margins
- Enhanced forecasting accuracy with superior statistical forecasting methods and improved collaboration
- Empowered teams to predict and fulfill future demand more profitably
- Simplified supply chain planning, reducing manual effort – particularly for sales companies

VISSMANN

"SAP IBP is the key solution for our journey to end-to-end supply chain planning. The implementation has significantly improved our planning processes and **helps us to make the right decisions more quickly.**"

Pascal Wölk, Project Manager – E2E Supply Chain Management, Viessmann Climate Solutions SE

8%

Reduction in forecasting errors

>5%

Improvement in inventory level optimization

6 months

To go live with the SAP IBP solution, despite the COVID-19 crisis

PUBLIC | (83278enUS (22.08) | © 2022 SAP SE or an SAP affiliate company. sap.com/facts-of-us

Viessmann Group
Allendorf, Germany
www.viessmann.com

Industry
Industrial
Machinery &
Components

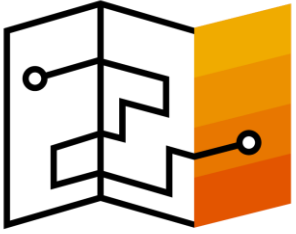
Products and Services
Heating, cooling, water
and air quality technology;
renewable energy solutions

Employees
13,000

Revenue
€2.8 billion (2020)

Featured Solutions and Services
SAP Integrated Business Planning
for Supply Chain, SAP S/4HANA

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

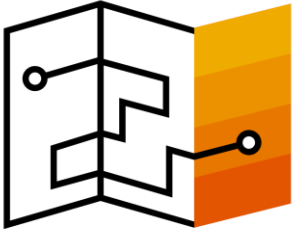


Cascades

Cascades: Reacting Faster to Customer Needs with SAP IBP

Cascades was able to respond quickly when product demand shifted dramatically across three business units due to the spread of the COVID-19 pandemic with the help of SAP Integrated Business Planning.

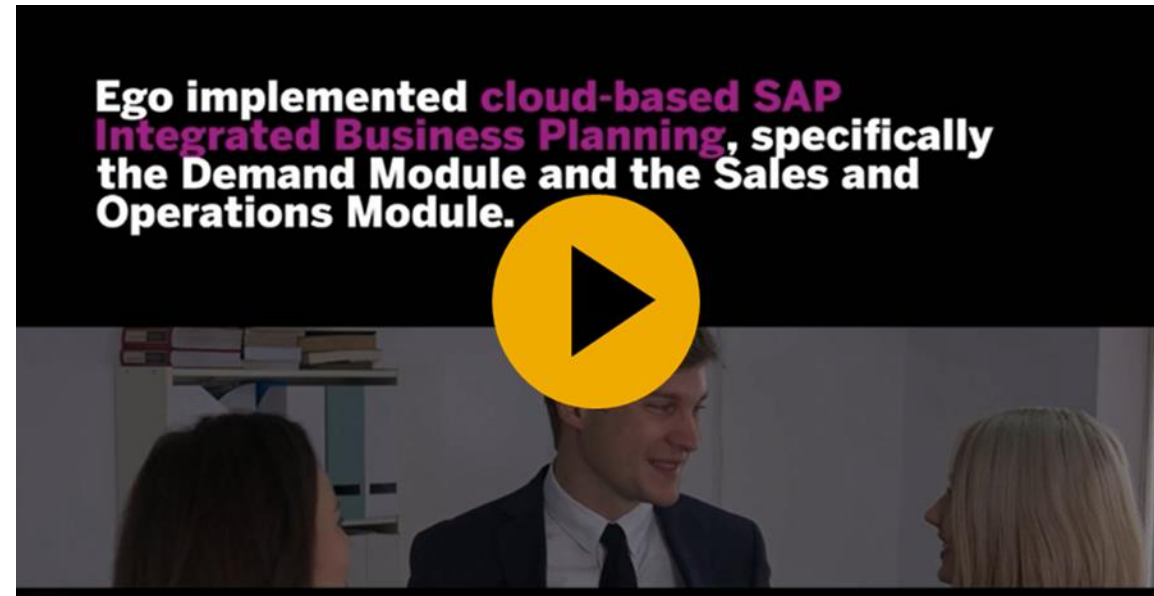




Digital Supply Chain

Supply Chain Planning

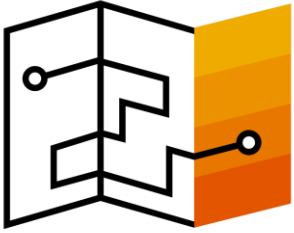
- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- **Healthcare**
- Public Sector
- Life Sciences
- Wholesale Distribution



Ego Pharmaceuticals

Discover how Ego Pharmaceuticals qualified as a finalist of the Best Run Awards 2022 for the Digital Supply Chain category.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

“We replaced our highly manual forecasting process with SAP IBP. We saved days in non-value add activities, increased data accuracy, gained total demand visibility, and analytics is giving us a base for continuous improvement.”

David Booker, Integrated Business Planning Lead, Ego Pharmaceuticals.

© 2021 SAP SE or an SAP affiliate company. All rights reserved. | PUBLIC | sapsalesUS (21.09)



Ego Pharmaceuticals
Victoria, Australia
www.egopharm.com

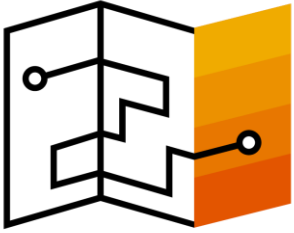
Industry
Healthcare

Employees
650

Featured Solutions and Services
SAP Integrated Business Planning

THE BEST RUN 





Digital Supply Chain

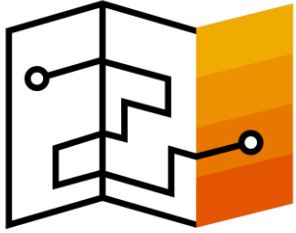
Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- **Public Sector**
- Life Sciences
- Wholesale Distribution

German Red Cross of Saxony: Distributing COVID-19 Vaccines with an Agile, Transparent Supply Chain

The health, economic, and social impact of the COVID-19 crisis can be felt the world over, making vaccination one of the most pressing challenges of our time. Responsible for vaccinating 4 million people in the German state of Saxony, DRK Landesverband Sachsen e.V. (the German Red Cross State Association of Saxony) was tasked with setting up distribution and vaccination centers, managing supply chain and logistics operations, inventory processing, and scheduling appointments. With an all-in-one digital vaccine supply distribution and administration solution, DRK benefits from end-to-end visibility into vaccine supplies, storage, and distribution. This enables DRK to react flexibly to changing requirements and ensure that vaccination centers receive the doses they need to **vaccinate citizens, protect the vulnerable, and save lives.**





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- **Public Sector**
- Life Sciences
- Wholesale Distribution

Supporting a Successful COVID-19 Vaccination Program with SAP® Vaccine Collaboration Hub

Before: Challenges and Opportunities

- Plan, launch, and run a state-wide COVID-19 vaccination program under immense time pressure
- Manage complex, time- and temperature-sensitive supply chain and logistics operations, including specialized transport and storage
- React fast to changing circumstances, such as international supply shortages and delivery delays
- Meet strict safety standards and data protection regulations

Why SAP

- Proven experience in the pharmaceutical, life sciences, healthcare, and public sectors
- Best-practice knowledge of vaccine production and distribution process
- Reliable, trusted partner of the Saxony state government throughout the pandemic
- Rapid time to value with cloud-based solutions with help from SAP Services and Support
- Ability to integrate the SAP® Vaccine Collaboration Hub with existing third-party vaccine appointment management solution

After: Value-Driven Results

- Enabled transparent simulation, planning, and management of the end-to-end supply chain from regional distribution centers to vaccination centers and mobile teams
- Automated adaptation of plans based on resource availability and the different handling, storage, and administration requirements of the different vaccine types
- Helped DRK to plan the priority of first and second shots per vaccine to protect the most vulnerable
- Empowered DRK to react fast to changing conditions, minimizing disruption to the vaccine rollout
- Increased transparency of inventory management to facilitate compliance with audit requirements



"The SAP solutions enable **digitalized planning, procurement, inventory management, and delivery** of the vaccines."

Lars Werthmann, Head of Logistics, DRK Landesverband Sachsen e.V.

100%

Supply chain transparency and auditability

2 weeks

From signing the contract to go-live

DRK Landesverband Sachsen e.V.
Dresden, Germany
www.drksachsen.de (German)

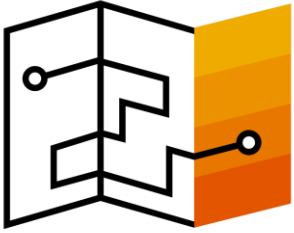
Industry
Public Sector

Products and Services
Healthcare, social services,
blood services, first aid,
disaster management

Employees
100

Featured Solutions and Services
SAP Integrated Business Planning for Supply Chain, SAP S/4HANA® Cloud, SAP Analytics Cloud, and SAP Services and Support

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

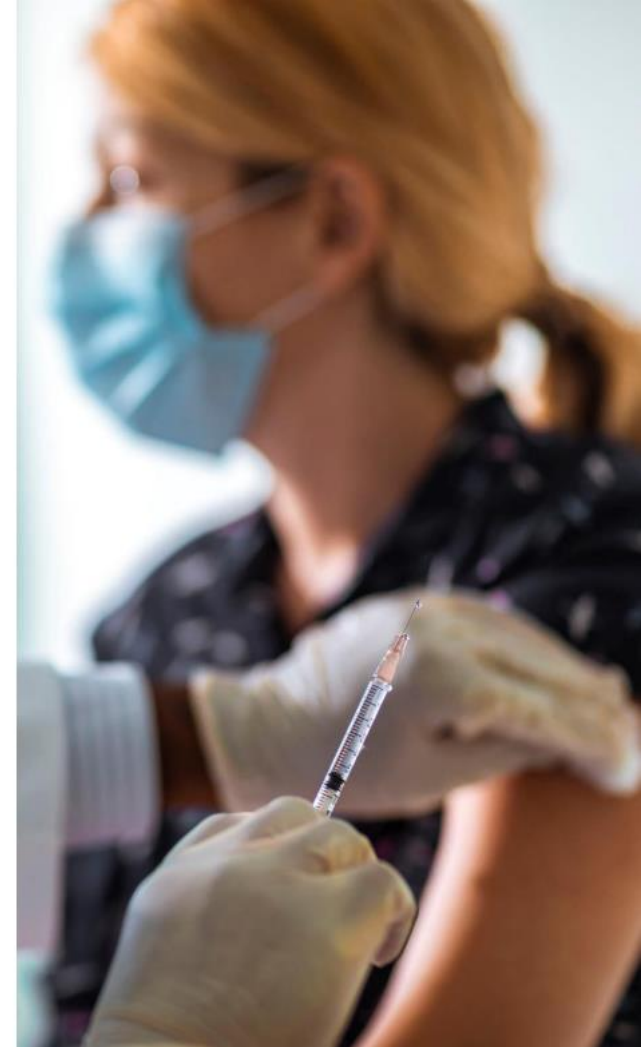
SAP® Solutions Help Saxony's COVID-19 Vaccine Rollout **Gather Pace**

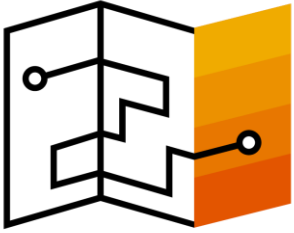
The safe distribution of COVID-19 vaccines to Saxony's 4 million citizens poses huge challenges. In planning and coordinating the rollout, DRK must account for different types of vaccine – each with its own handling, storage, administration, and vaccine scheduling requirements – as well as eligible groups of people, available medical staff, and vaccination centers.

The SAP Vaccine Collaboration Hub platform, based on the SAP Integrated Business Planning for Supply Chain solution, the SAP S/4HANA® Cloud suite, and the SAP Analytics Cloud solution, provides **real-time visibility into the end-to-end vaccine supply chain process and the success of the vaccination program**. The platform enables DRK to simulate, plan, and manage the journey of vaccines from regional distribution centers to vaccination centers to people's arms. Simulations and plans are automatically adapted to changing conditions and guidelines, minimizing disruption to the vaccine rollout. Intuitive, automated workflows support efficient planning, freeing up the DRK team to dedicate time and resources to keep the vaccine program running smoothly.

"Humanitarian logistics is a big challenge in our **fight against the pandemic**. The SAP solutions enable digitalized planning, procurement, inventory management, and delivery of the vaccines."

Lars Werthmann, Head of Logistics, DRK Landesverband Sachsen e.V.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Novozymes: Helping Customers – and Meeting Sustainability Goals – with Optimized Inventory Planning

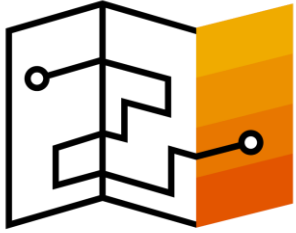
Across over 30 industries, Novozymes A/S is tackling humanity's biggest challenges by aligning its business goals and innovation with the United Nations Sustainable Development Goals (SDGs). With over 7,000 patents held or pending and products in 130 countries, technology breakthroughs in bioenergy, detergents, agriculture, and other applications make Novozymes a global leader in sustainable biological solutions.

To remain a leader, an innovative solution was required for key processes like setting safety stock. Despite Novozymes' global supply chain, safety stock was anchored using local resources and spreadsheets to determine inventory level. This led to frequent stock outs, higher inventory levels, and rush orders. Novozymes needed true multi-echelon inventory optimization, with a solution that **simplifies and informs inventory target setting at each tier** to improve local planning capacity and global service levels.

IMPLEMENT
CONSULTING GROUP

THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Lowering Safety Stock Levels on a Global Scale with SAP® Integrated Business Planning for Inventory

Before: Challenges and Opportunities

- Microsoft Excel-based planning fragmented by different local models and governed by different local users
- Safety stock calculation limited by a single-echelon model
- High inventory levels to mitigate data aging and other uncertainties in local safety stock calculations
- Frequent stock outs, rush orders, and back orders due to inventory uncertainty

Why SAP and Implement Consulting Group

- SAP® Integrated Business Planning application for inventory to optimize planning and stock levels
- One tool and one model for integrated sales, inventory, and operations planning that sets optimal inventory targets at every level
- Rapid, real-time simulation and scenario planning based on very complex data sets
- Partnership with Implement Consulting Group as implementation partner for business-to-solution mapping, deployment expertise, and training

After: Value-Driven Results

- Optimization of inventory and minimal supply chain risks with comprehensive simulation planning
- One set of numbers between demand, supply, and inventory functions with shared master data
- Local upstream or downstream supply uncertainties globally mitigated for lower cost
- Improved visibility of safety stock drivers with a global calculation model that eliminates local updates



"SAP Integrated Business Planning for inventory has helped us **improve visibility and collaboration** among our local and regional inventory planners to meet our global targets and better serve our global customer base."

Peter Wissing, Global Inventory Lead, Novozymes A/S

12%

Safety stock reduction

<1 hour

To complete global simulations

Featured Partner

IMPLEMENT
CONSULTING GROUP

PUBLIC | 80048enUS (22/02) © 2022 SAP SE or an SAP affiliate company.
[sap.com/en-us](https://www.sap.com/en-us)

Novozymes A/S
Bagsværd, Denmark
www.novozymes.com

Industry
Life sciences

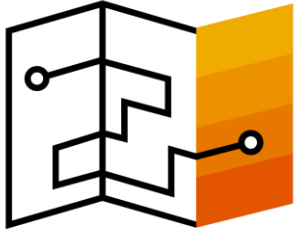
Products and Services
Industrial enzymes,
microorganisms, and
biopharmaceutical inputs

Employees
6,200

Revenue
DKK 14.5 billion
(US\$ 2.20 billion)

Featured Solutions and Services
SAP Integrated Business Planning
for inventory

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

EXACT
SCIENCES

Exact Sciences: Changing the Way We Think About Detecting and Treating Cancer

From earlier cancer detection to treatment guidance and monitoring, Exact Sciences is helping people make more informed decisions so they can face their most challenging health-care decisions with confidence.

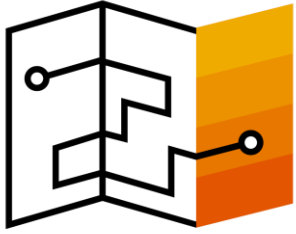
The company's commitment to continuous innovation, combining scientific rigor with an open-minded approach to deliver the next big thing, is the foundation for its success. However, rapid growth through acquisition created silos of information across disparate systems, making insights needed to make smarter business decisions difficult.

Here's how their culture **relentlessly pursued answers** to solve that problem.



THE BEST RUN 





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Insights to Make Smarter Decisions with SAP® Solutions

Before: Challenges and Opportunities

- Rapid growth via acquisitions resulted in disparate systems, many of which lacked sophistication
- Inventory visibility and planning largely a manual process based on spreadsheets
- Reporting of inventory levels and historical sales data takes hours to generate and didn't provide sufficient insight to make smart business decisions

Why SAP and SCM Connections

- Optimizes demand forecasting and supply planning capabilities
- Offers greater insight into business processes rather than just technical functionality
- Leverage industry best practices that enable rapid deployment and faster ROI
- SCM's expertise helped piece together entire process, which ensured success from the start

After: Value-Driven Results

- Immediate visibility into entire production process from a single location
- Consolidated six legacy business units, each using one to five spreadsheets for reporting capabilities
- Reporting now fully automated, with information instantly available for review within SAP Integrated Business Planning for Supply Chain solution

PUBLIC | erius (22/01) © 2022 SAP SE or an SAP affiliate company. <https://www.sap.com/indus>

**EXACT
SCIENCES**

"It was exceedingly important for us to focus on **business processes** first. SCM Connections helped us do that and then leverage the power of SAP to **standardize** on industry best practices."

Ian Roberts, Sr. Manager, Operations Business Processes,
Exact Sciences

95%

Time to pull and review
reporting reduced from 40
hours each month to 2

18

Number of tools needed
to generate monthly
reporting before
implementing SAP IBP

Featured Partner



Customer Name
Exact Sciences
Madison, WI
www.exactsciences.com

Industry
Life
Sciences

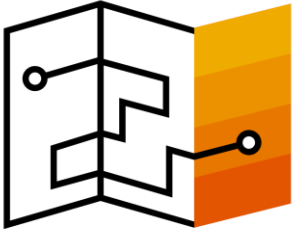
Products and Services
Cancer detection and
treatment guidance

Employees
~ 5,000

Revenue
~ US\$1.8 billion

Featured Solutions and Services
SAP Business Technology Platform
SAP Integrated Business Planning for
Supply Chain

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

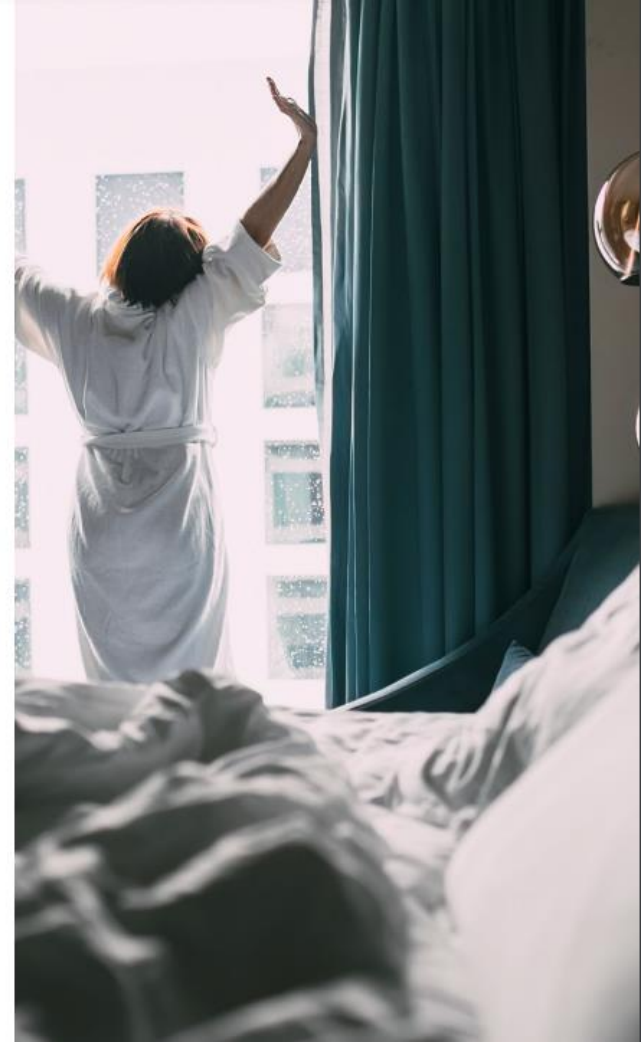
- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

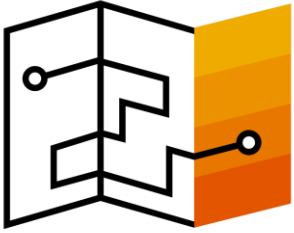


How Do Unified Planning Processes Revolutionize E-Commerce?

Providing more than 15 million customers with a comfortable place to sleep and relax

Headquartered in South Korea, Zinus Inc. is a rapidly growing name in mattresses and furniture. Since its founding in 1979, the company has gained international recognition for an e-commerce experience that provides customers with in-home comforts faster than the competition. Today, Zinus has set its focus on global expansion. To accelerate this growth, Zinus knew it needed a **resilient supply chain**. This required moving from spreadsheet-based planning to an integrated planning system that could support automated statistical forecasts and real-time simulations.





Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution

Operating on a Single Source of Truth with SAP® Integrated Business Planning for Supply Chain

Before: Challenges and Opportunities

- Create harmonized visibility across the supply chain and enterprise to improve decision-making and supply chain performance
- Gain the agility to respond to changing customer demand and market conditions

Why SAP and Camelot ITLab

- SAP® Integrated Business Planning (SAP IBP) applications for Supply Chain to digitalize supply chain processes, integrating sales and operations, demand forecasting, and inventory planning
- SAP IBP application for demand, providing capabilities for improved demand management
- Automation and integration capabilities of SAP IBP to reduce manual work
- Native integration between SAP IBP applications and SAP S/4HANA®
- A starter kit for SAP IBP from partner Camelot ITLab, helping jump-start the implementation

After: Value-Driven Results

- Harmonized planning and execution thanks to an improved sales and operations planning process across the organization
- Improved forecast accuracy, optimized planning results, and increased customer satisfaction by using forecast algorithms to better predict and prepare for demand
- Empowered planners with powerful supply chain analytics and what-if simulations to support informed decision-making
- Gained the ability to better handle exceptions through alerts
- Increased overall visibility across the supply chain

PUBLIC | Study SAP | 74290enUS (21/03) © 2021 SAP SE or an SAP affiliate company. All rights reserved.



"Our partner Camelot provided **completely virtual project delivery** across several time zones. This outstanding and very focused approach not only accelerated our implementation of SAP IBP, but it also opened the door to innovation."

Claud Noh, Corporate Chief Information Officer and Vice President, Zinus Inc.

One

Source of truth for business data

Greater

Forecast accuracy

Featured Partner



Zinus Inc.
Seongnam-si, South Korea
www.zinus.com

Industry
Wholesale distribution

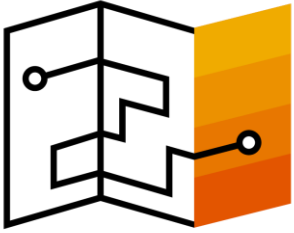
Products and Services
Mattresses and furniture

Employees
~1,200

Revenue
~US\$ 1 billion

Featured Solution
SAP Integrated Business Planning and SAP S/4HANA

THE BEST RUN 



Digital Supply Chain

Supply Chain Planning

- Agribusiness
- Automotive
- Building Materials
- Chemicals
- Consumer Products
- High Tech
- IM&C
- Mill Products
- Healthcare
- Public Sector
- Life Sciences
- Wholesale Distribution



Improving Forecast Accuracy and Customer Service with Integrated Business Processes

At Zinus Inc., SAP® Integrated Business Planning (SAP IBP) applications for Supply Chain have enabled resilient supply chain operations that support the company's plans for robust future growth. This agility has helped Zinus better address disruptions caused by the COVID-19 pandemic.

SAP IBP has enabled Zinus to establish integrated business processes for global demand management, supply chain planning, and sales and operations planning (S&OP). To support demand planning, Zinus implemented the SAP IBP application for demand. In addition, it has deployed individual S&OP modules, including native integration to SAP S/4HANA®. With an integrated platform for supply chain planning, Zinus is now taking advantage of cross-departmental collaboration. This is enabling employees to make better decisions using real-time insights gained through a single source of truth.

The SAP Smart Data Integration service further empowered Zinus to transfer and transform data between SAP S/4HANA and SAP IBP for improved enterprise-wide planning.

The company's implementation approach applied deployment best practices gained through a starter kit for SAP IBP from partner Camelot ITLab.



"We're operating as one, toward one target. That is, SAP IBP provides us with a single source of truth that **puts us on a unified path** to reach our business goals."

Claud Noh, Corporate Chief Information Officer and Vice President, Zinus Inc.

Thank you.

Follow us



www.sap.com

