SAP SNC
Supply Network Collaboration

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Solution Manager SAP SNC
Agenda

- SAP SNC – Overview
- SAP SNC – Supplier Collaboration
- SAP SNC – Outsourced Manufacturing
- SAP SNC – Quality Collaboration
- SAP SNC – Customer Collaboration
- SAP SNC – Summary
Agenda

- SAP SNC – Overview
  - Customer Pain points
  - Collaboration Challenges
  - SAP SNC Value Proposition
  - SAP SNC Solution Growth
  - SAP SNC Customer References

- SAP SNC – Supplier Collaboration

- SAP SNC – Outsourced Manufacturing

- SAP SNC – Quality Collaboration

- SAP SNC – Customer Collaboration

- SAP SNC – Summary
Collaboration –
Customer Pain points

Customer Pain Points
- Reduced business visibility in multi-tier supply networks
- Increased supply risks
- Delayed response to shifts in demand
- Pressure to ensure customer satisfaction
- Pressure to ensure return on assets
- Need to minimize inventory and decrease cost
- Need to consolidate heterogeneous IT landscapes
- Pressure to synchronize data, people and processes internally and with external business partners

How can I address:
- Business needs
- Minimize TCO
- Efficient operation
Collaboration –
Six challenges to Your Success

**Networking:** Can I synchronize my business with all involved partners?

**Expertise:** Can my business partners and my employees work effectively with the solution?

**Investment:** Does the solution help me get a quick ROI?

**Visibility:** Can I manage my ‘white spots’?

**Response time:** Can I increase the speed of my business and order cycles?

**On-boarding:** Can I add new Business Partners easily over time?
Collaboration –
SAP Supply Network Collaboration

Highlights
- Collaboration and visualization layer for external partners
- Enabler of new business processes
- Enable of multimode communication (B2B, WEB UI, Up- and Download)

Networking:
Can I synchronize my business with all involved partners?
Collaboration –
SAP Supply Network Collaboration

Highlights
- Quick view and Micro Blog
- File Transfer and Worklists
- Exception management through Alerts

Expertise:
Can my business partners and employees work effectively with the solution?
Collaboration – 
SAP Supply Network Collaboration

Highlights
- Short Implementation time for Supplier Collaboration
- Pre-defined processes
- Rapid Deployment Solution (RDS) SAP SNC for Customer Collaboration

Investment:
Does the solution help me get a quick ROI?

Benefits
- Low implementation costs
- Lower Total Cost of Ownership (TCO)
- Quick and immediate business effects to achieve cost reduction, customer service optimization and process automation
Collaboration – SAP Supply Network Collaboration

Highlights

- Supply Network Visibility (multi-tier subcontracting)
- Supplier Managed Inventory (SMI)
- Sales Forecast Collaboration (Demand Collaboration)

Visibility:
Can I manage my ‘white spots’?
Collaboration –
SAP Supply Network Collaboration

Highlights
- Efficient operation via Worklists
- Event-driven via Alert Management
- Automation through pre-delivered backend integration

Response time:
Can I increase the speed of my business and order cycles?
Collaboration – SAP Supply Network Collaboration

Highlights

- Supplier Connectivity & Administration
- File transfer Capabilities (up/down)
- Multi-mode communication

On-boarding:
Can I add new Business Partners easily over time?
SAP SNC is Enterprise-Wide Strategic Platform for All Supply Chain Collaboration Needs

- SNC can be used for **internal collaboration** between divisions or lines of business and subsidiaries.
- SNC can be modeled to allow for visibility and collaboration between supplier’s suppliers and customer’s customers, as well as 3PL warehouses participating in the supply chain.
SAP SNC is a central supply chain platform for real-time collaboration with internal and external business partners

- Suppliers
  - Supplier Collaboration
    - SMI
    - Forecasts
    - Purchase Orders
    - SA Releases
    - Kanban
    - ASNs
    - Invoices
    - Shipments

- My Company
  - Supplier Collaboration

- Customer Collaboration
  - Customer Collaboration
    - VMI
    - Forecasts
    - Promotions
    - Replenishment
    - ASNs

- Outsourced Manufacturing
  - Outsourced Manufacturing
    - Sub Con POs
    - ASNs
    - Invoices
    - Shipments
    - Work Order WIP
    - Multi-tier Visibility

- Contract Manufacturers
  - Quality Collaboration
    - Quality Notifications

SAP SNC is Enterprise-Wide Strategic Platform for All Supply Chain Collaboration Needs
SAP SNC – Collaborative Business Process enablement

- Responsive Replenishment
- Min/Max VMI
- Demand Collaboration

Customer Collaboration

My Company

Supplier Collaboration
- PO Process
- Release Process
- Kanban Process
- SMI Process
- DCM (Reorder) Process
- DR (Forecast) Process

Manufacturing Collaboration
- CMP (Subcon PO) Process
- Work Order Process
- SNI (Inv Monitoring) Process

SMI = Supplier Managed Inventory
CMP = Contract Manufacturing Purchasing
DCM = Delivery Control Monitor
DR = Dynamic Replenishment

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SAP SNC –
Value Proposition

Value Proposition:
What are the benefits of this Collaboration solution?

- Improvements in accuracy and velocity of your Supply Chain
- Provides global inventory, supply and demand visibility reducing the need for large inventory buffers while increasing inventory turnover
- Enables higher customer service levels
- Reduces cost by eliminating need for manual data re-entry allowing for improved data accuracy and consolidation of data through one system
- Reduces operational costs by allowing for faster order to cash cycle and enabling exception based interaction
- Supplements structured collaboration with unstructured information
- Allows for reduction in administrative costs
- Enables consolidation of multiple systems into a unified frontend for all supply chain partners
Rapidly Expanding Customer Base
750 Customers, 50 Reference Customers

“We have already seen significant benefits, and we expect more in the future.”

Gary Botine
VP Information Technology
Sauer Danfoss

“SAP is a key enabler of our corporate strategy. SAP Supply Network Collaboration ensures we are tightly integrated with our manufacturing partners to maintain service, control costs, and uphold lean IT practices.”

Jon Harding
CIO
Conair Corporation

“By the time the analysts start their work day, forecasts and replenishment plans have been updated, based on information about retailer activity that happened the previous day. “

Nicholas Daddetto
Senior Manager
Colgate-Palmolive Company

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SAP SNC

Tangible Benefits Gained by Customers

- **Sauer Danfoss**
  - 66% reduction in early shipments
  - 100% improvement in errors associated with direct material invoice discrepancies

- **Sidel**
  - Acknowledgement rate increased from 40 – 80%
  - Inbound decreasing for Stock/JIT : - 30%

- **Colgate-Palmolive Company**
  - Reduced inventory levels by 20%
  - Reduced number orders placed by 30%
  - Improved avg. wt. per order by 50%

- **DirectTV**
  - Purchase order processing productivity gains 3–5 times
  - Reduction in nonqualified returns 20%

- **Philips**
  - Live in 4 Months
  - 10-15% stock reduction in the chain using supplier managed inventory
  - 50% FTE reduction at GR processing
Agenda

SAP SNC – Overview

SAP SNC – Supplier Collaboration
- Essentials
- Purchase Order Collaboration
- Release Processing
- Web-based Kanban
- Supplier Managed Inventory
- Delivery Control Monitor
- Dynamic Replenishment

SAP SNC – Outsourced Manufacturing

SAP SNC – Quality Collaboration

SAP SNC – Customer Collaboration

SAP SNC – Summary
SAP SNC – Supplier Collaboration
Business Challenge

Customer Pain Points
- Lack of visibility beyond four walls
- Manual partner interaction, expensive too many errors and slow
- Supplier on/off boarding
- Globalization (faster & more complex & multiple partners)
- Lack of compliance in Supply Network
- Heterogeneous IT landscapes

Customer Goals/Needs
- Enhanced Visibility through the Supply Network to anticipate supply delays and respond to demand changes
- Improved collaboration in real-time and automated
- Increased cash-flow through reduced inventory and faster order cycle times while increasing service levels
SAP Supply Network Solution
Supplier Collaboration Landscape Example

SUPPLIERS & CONTRACT MFG’S

Low Volume –
Web Browser Only
Web Browser

Mid Volume –
File Up/Down Loads
Up/Down Load Files

High Volume –
B2B Integrated
Backend System

My Company

SAP SNC
SAP NetWeaver

Backend Systems

Crossgate Business-Ready Content (1)
Community Platform
Business Partner Profiles
SAP Information Interchange by Crossgate
SAP PI Only (2)
SAP PI Only (2)
SAP SNC
SAP Information Interchange by Crossgate

Solution Enhancements
• Integrate SAP SNC with SAP Information Interchange by Crossgate
• First bundle focus covers
  – Purchase Order
  – ASN
  – Invoice

Key Benefits
• Provides a simpler, more affordable way to connect with customers and suppliers for business-to-business
• Reduce supplier on boarding time, IT complexity, and cost
• Suppliers can view data from their customers directly in their Back-End system and respond accordingly with SNC still acting as the central source of data for all suppliers (small, medium, high volume)

Essentials
SAP Information Interchange has two focuses:
• Out of the box and pre-integrated interfaces to SAP applications, focus of first deliverables is SAP ERP.
• Partner Profiles – fixed fee B2B Content.
Usability and On-Boarding

Quick Views
• The Quick view is a tactical dashboard that serves as an entry screen for the business partner
• It provides an “at-a-glance” view of the users’ work through a prioritized list of work items

Micro blog
• SAP SNC Micro Blog allows users to collaborate on unstructured data
• Short 140-character twitter-like messages can be exchanged between suppliers and customers and between users within an organization

On-Boarding
• SAP SNC allows reduction of administrative workloads through delegation of user administration to external business partners
• Enhanced File Transfer capabilities to support offline supplier collaboration
SAP Supply Network Collaboration – Microblog
WEB 2.0 enabled solution

Microblog allows unstructured ‘twitter-like’ collaboration between users and companies

Use preferred Workspaces
- Outlook
- MS Sharepoint
- Jive SBS
- Mobile devices

RSS Feed

RSS = Really Simple Syndication
SAP SNC Supplier Collaboration –
Raw Material/Component Replenishment

Additional Process Features:
- Confirmations (Date & Qty Changes by Supplier) on Purchase Orders
- ASNs (Ship Notifications) On All Processes (Packaging Capability with Bar Code/Label Printing) & Shipment Collaboration
- Invoices (Supplier Creates Invoices via the Web), Includes Regular and ERS Invoices (Self-Billing)
- Alerts for Exceptions (Includes e-mail notifications)
- BW Reporting Content for Alerts and Supplier Performance based on Alerts
- cFolders Integration
- APO Integration for SMI and Release Processing
SAP SNC –
Purchase Order Process

Real-time, synchronized, collaboration on PO’s enable more accurate execution between a customer and a supplier

- Customer can change or cancel PO’s and PO items, and suppliers can reject PO items
- Approval process based on rules such as quantity and date deviations can be done via web UI
- ASN can combine many PO items into one communicated to the customer’s ERP in advance of receiving goods
- Several ASNs can be grouped to shipments
- Quality Collaboration is enabled based upon the Quality Notification
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
SAP SNC – WEB UI Example Purchase Order Worklist
SAP SNC –
Scheduling Agreement Release Process

Real-time, synchronized, collaboration on Releases enable more accurate execution between a customer and a supplier

- Customer can update and send new release updates whenever needed
- Releases can be of type Forecast or JIT releases
- Suppliers can create confirmations via a dedicated screen, and send them back to the customer (*only available with SAP APO on the customer side)
- ASN can combine many SA items into one communicated to the customer’s ERP in advance of receiving goods Several ASNs can be grouped to shipments
- Quality Collaboration is enabled based upon the Quality Notification
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates

Legend:
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Customer can update and send new release updates whenever needed

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Quality Collaboration is enabled based upon the Quality Notification

Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates
SAP SNC –
WEB UI Example Scheduling Agreement Release

**Release History - Product HT1-S100002 (Scheduling Agreement 850000095 Item 10) Ship-To Location: M330**

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<th>Release Date</th>
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<th>Unit</th>
<th>Release Horizon</th>
<th>Last ASN No.</th>
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**SA Schedule Lines for Release Number - 2**

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SAP SNC –
Web-based Kanban Process

Real-time, synchronized, collaboration using Kanban enables pull-based execution between a customer and a supplier

- Customer sets Kanban bins to “empty” status in ERP, triggering a Kanban signal to the supplier
- Suppliers view the Kanban needs in a dashboard environment, allowing for easy processing of empty and in-process Kanban ID’s
- Customer can change or cancel PO’s and PO items, and suppliers can reject PO items
- ASNs can include packaging hierarchies and label with bar codes
- Several ASNs can be grouped to shipments
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
SAP SNC –
WEB UI Example Kanban Screens

### Kanban (Supplier View)

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<th>Trt. KG</th>
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<th>Qty</th>
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Supplier Managed Inventory, or customer-hosted VMI, enables more synchronized collaboration between suppliers and customers:

- Customer can update and send forecast and inventory updates whenever needed.
- Suppliers use Min/Max logic to create optimal replenishment plans.
- Replenishment Orders can be created as indication of intended shipments, and can be sent to backend systems at both supplier and customer.
- ASN can be created to combine many planned receipts into one message communicated to the customer’s ERP in advance of receiving goods.
- Several ASNs can be grouped to shipments.
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates.

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
### SAP SNC –
WEB UI Example Supplier Managed Inventory

#### SMI Details - Product view

**Selection Area**
- [ ] View
- [ ] Open Selection

**Product Data**

**Key Figures**
- [ ] Fold
- [ ] Graphic

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SAP SNC –
Excel Example SMI (File up/download)

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Delivery Control Monitor enables a customer to “outsource” the replenishment of components using reorder point logic:

- Customer can send inventory updates whenever needed, and not worry about replenishment anymore.
- Suppliers use reorder points and min/max logic to create optimal replenishment plans.
- Also uses color-coding and e-mail alerts to notify buyers of exceptions.
- ASN creation enabled to ship to customer.
- Several ASNs can be grouped to shipments.
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates.

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
SAP SNC –
Delivery Control Monitor Screen
SAP SNC – Dynamic Replenishment Process

Dynamic Replenishment is a supply and demand synchronization process, allowing for comparison between customer and supplier forecasts

- Customer can update and send forecast updates whenever needed
- Suppliers can enter responses or commitments to forecasts
- Calculation of delta quantities and dates including thresholds and alerts
- The DR process is based on net requirements and does not include inventory
- Allows for a comparison of customer and supplier planning data in a single-screen environment

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
### SAP SNC –
Web UI – Dynamic Replenishment

![SAP SNC Web UI](image)

#### Selection Area
- **Do**
- **Open Selection**

#### Product Data
- **Product:** H110-5100000
- **My Product No.:** H111-1009_LABEL
- **Customer Location:** N010
- **Customer:** 10001000000
- **Load Time (Hours):** 7200

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Agenda

SAP SNC – Overview

SAP SNC – Supplier Collaboration

SAP SNC – Outsourced Manufacturing
- Essentials
- Contract Manufacturing Procurement
- Work Order Collaboration
- Supply Network Inventory

SAP SNC – Quality Collaboration

SAP SNC – Customer Collaboration

SAP SNC – Summary
Business Challenge

How do I ensure that I optimize costly manufacturing capacity while meeting customer request dates and minimizing inventory levels and obsolescence?

Customer Pain Points
- Lost visibility to critical information
- Increased communication with multiple external organizations
- Reduced control of manufacturing process

Customer Goals/Needs
- Work in process status
- Actual costs
- Component planning activities and inventory levels at contract manufacturer
- Multiple users requiring different views/levels of data access
- Need of quality and yield data
SAP SNC – Manufacturing Collaboration
Contract Manufacturing

Additional Process Features:
- Contract Manufacturing Purchasing (CMP) equals Subcontracting PO’s in ERP (PO’s with a BOM)
  - Changes to the components in BOM possible along with approval procedure
- Work Order Process offers the most granular functionality for tracking production progress at CM
  - Includes BOM and “Phases (routing) collaboration with approvals/reject procedure
  - Advanced features calculate projected end date and finished goods qty in mid production
  - WO exists only in SNC. It is initiated via a subcon PO or regular PO from SAP ERP
- Supply Network Inventory (SNI) is a time-bucketed supply and demand monitoring capability
  - On-hand stock, supply, demand and a calculated future stock per time bucket with min/max limits for monitoring
  - Cross-plant, cross business partner views on supply and demand including aggregation capabilities
SAP SNC – Contract Manufacturing Procurement

Real-time, synchronized, collaboration on subcontracting PO’s enable more accurate execution between a customer and a contract manufacturer

- Customer can change or cancel Subcon PO’s and items
- Approval process based on rules such as quantity and date deviations can be done via web UI, includes collaboration on components used
- Customer’s ERP system gets periodical updates of components consumption at the contract manufacturer’s location
- ASN can combine many PO items into one communicated to the customer’s ERP in advance of receiving goods. Several ASNs can be grouped to shipments
- Quality Collaboration is based upon the Quality Notification (components + finished goods)
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates

Legend:
- Business Partner
- Business Process Step/Action
- Business Object

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SAP SNC –
Web UI Example Contract Manufacturing Procurement
SAP SNC – Work Order Process

Real-time, synchronized, collaborative Work Orders enable more accurate execution between a customer and a contract manufacturer

- Work Orders exist as a collaborative object and facilitator of manufacturing status data between a customer and a contract manufacturer
- Advanced on-screen collaboration on Work Order initiation, changes and updates based on statuses
- Collaborate on order BOMs up front, before production starts
- Project finished goods end date and quantity using production phase updates
- Quality Collaboration is based upon the Quality Notification (components + finished goods)
- Includes supplier invoice creation based on shipments, or ERS handling of invoices, and payment status updates

Legend:
- Business Partner
- Business Process Step/Action
- Business Object

Real-time, synchronized, collaborative Work Orders enable more accurate execution between a customer and a contract manufacturer.
SAP SNC –
Web UI Example Work Order (1)
SAP SNC –
Web UI Example Work Order (2)
Supply Network Inventory is a cross-partner supply, demand and inventory monitoring and visibility process

- Customers, Suppliers, Contract Manufacturer’s and 3PL’s can all update their individual supply, demand and inventory positions
- Configurable visibility concept as to which partner and user has access to another partner's data
- Proactive monitoring using min/max thresholds on calculated future inventories
- Cross Location Visibility (multi-tier)
- Allows for aggregation of data across multiple plants belonging to different partners

Legend:
- Business Partner
- Business Process Step/Action
- Business Object
SAP SNC – WEB UI Example Supply Network Inventory
Agenda

SAP SNC – Overview
SAP SNC – Supplier Collaboration
SAP SNC – Outsourced Manufacturing
**SAP SNC – Quality Collaboration**
  - Essentials
  - Quality Collaboration uses cases
SAP SNC – Customer Collaboration
SAP SNC – Summary
How do I ensure that the viability of my key suppliers will not affect my ability to serve my customers?

**Customer Pain Points**
- Delayed information about raw material or finished good defect or non-compliance with quality standards
- Disruptive quality process
- Inefficient quality notification process

**Customer Goals/Needs**
- Increased Customer Service
- Quick response time
- Automated Quality Collaboration
- Achieve improved overall quality metrics
SAP SNC Quality Collaboration

Suppliers

Contract Manufacturers

My Company

Quality Notification Process

Additional Process Features:

- Collaborate on quality problems with products or subcontracting components during the manufacturing process or after delivery with Suppliers and Contract Manufacturer.
- Specific pre-defined Alerts available
- Quick view building blocks supported
- Efficient worklist processing
- cFolders integration supported
SAP SNC Quality Collaboration –
Use Case 1

**Supplier (SNC-System)**
- Confirm PO
- Goods Receipt inspection for components
- Creation of a quality notification
- Confirmation of the quality notification
- Production acc. to PO

**Defect**

**Customer (ERP-System)**
- Purchase Order
- Provisioning of subcontracting components
- Processing of the quality notification
- Provisioning of Additional components
- Analytics and internal CAPA Management

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SAP SNC Quality Collaboration – Use Case 2

**Supplier (SNC-System)**
- Confirm PO
- Goods Receipt inspection for components
- Production, creation of an ASN and Delivery
- Processing of the quality notification
- Shipment of additional products

**Customer (ERP-System)**
- Purchase Order
- Provisioning of subcontracting components
- Goods Receipt (GR) and Inspection
- Creation of a quality notification
- GR Inspection and confirmation of the quality notification
- Analytics and internal CAPA Management

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SAP SNC –
WEB UI Example – Quality Collaboration
Agenda

SAP SNC – Overview
SAP SNC – Supplier Collaboration
SAP SNC – Outsourced Manufacturing
SAP SNC – Quality Collaboration

**SAP SNC – Customer Collaboration**
- Essentials
- Demand Forecast Collaboration
- Responsive Replenishment
- Min / Max Replenishment
- Rapid Deployment Solution

SAP SNC – Summary
SAP SNC – Customer Collaboration
Business Challenge

Customer Pain Points
- Forecasting and short term demand fluctuations
- Promotion Visibility and Response
- Truck Load and Order Building Efficiency
- Data Mapping and Harmonization

Customer Goals/Needs
- Increased sales and lower lost sales through prevention of stock-outs, especially during promotions
- Improved responsiveness to short-term fluctuations to customer demand esp. during promotions
- Increased cash-flow through reduced inventory and faster order cycle times while increasing service levels
- Improved asset utilization through higher truck capacity utilization and increased user productivity

How do I respond faster to rapidly changing consumer demand and economic uncertainty?
Responsive Replenishment . . .
- Is a real-time, demand-driven, replenishment scenario between supplier and customer including up and down shifts of orders and shipments in the short term (“next generation VMI”)
- Manages promotional items separately thru-out end-to-end replenishment process and optimizes truck loads

Min/Max VMI . . .
- Allows for traditional VMI replenishment scenarios using maximum and minimum stock limits as driver
- Can be used without promotional and truck load building functionality

Demand Forecast Collaboration . . .
- Offers a time bucketed, on-screen, collaboration and workflow driven capability to reach a consensus forecast between customers and suppliers
Demand Forecast Collaboration allows comparison and consensus between consumption data and customer transmitted forecast.
SAP SNC – Customer Collaboration
WEB-UI Example – Demand Forecast Collaboration
Responsive Replenishment represents the next generation in Demand driven Replenishment.
SAP SNC – Customer Collaboration
Responsive Replenishment Process

Vendor

SAP ERP

- Sales Order
- Outbound Delivery
- Goods Issue

SAP SCM

- Data Import Controlling
- Forecasting & Promotion Planning
- Replenishment Planning
- Transport Load Building
- Order Generation
- Shipping Notification

Customer

ERP (e.g. SAP ECC)

- Inventory, Sales/Forecast, Promotions
- Goods Receipt
- Inbound Delivery
- Purchase Order
- Outbound Delivery
- Goods Issue
- Sales Order
SAP SNC – Customer Collaboration
Responsive Replenishment Process
### SAP SNC – Customer Collaboration

**WEB UI Example – Responsive Replenishment**

![Responsive Replenishment Image](image)

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Min-Max replenishment is a simple stock level based replenishment process.
SAP SNC – Customer Collaboration
Min/Max Replenishment Process

Vendor

SAP ERP
- Sales Order
- Outbound Delivery
- Goods Issue

SAP SCM
- SNC
  - Data Import Controller
  - Forecasting
  - Min/Max Planning
  - Order Generation
  - Shipment Notification

Customer

ERP (e.g. SAP ECC)
- Inventory, Sales, Forecast
- Goods Receipt
- Inbound Delivery
- Purchase Order

POD
ASN
In-Transit

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SAP SNC – Customer Collaboration
WEB UI Example – Min/Max Replenishment

Min/Max Replenishment Overview (Supplier)

Supply Network Collaboration - KASTURIR - Business Partner PL 9000

Active Queries
Without Category Assignment

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SAP SNC rapid-deployment solution for Customer Collaboration (1)

SAP brings together software and services in a new offering that gives you essential SNC functionality quickly and affordably.

- Preconfigured software to eliminate the guesswork
- Rapid deliver in as little as 14 weeks, using SAP consulting
- An affordable, flexibly priced solution
- Limited scope to jump start
- A clear path to your full Supply Network Collaboration vision
## SAP SNC rapid-deployment solution for Customer Collaboration (2)

### Business Requirement

**What is my pain?**
- Forecasting and Visibility
- Data Cleansing and Harmonization
- Truck Load and Order Building Efficiency
- Promotion Visibility and Response

**What are my needs?**
- Streamline replenishment process
- Reduce finished goods inventory
- Increase sales

**What will excite me?**
- Increased sales and lower lost sales through prevention of stock-outs, especially during promotions
- Improved responsiveness to short-term fluctuations to customer demand especially during promotions
- Increased cash-flow through reduced inventory and faster order cycle times while increasing service levels
- Improved asset utilization through higher truck capacity utilization and increased user productivity

**Business KPI’s**
- Increased customer satisfaction
- Improved replenishment rates
- Reduced inventory levels
- Improved asset utilization

### Solution

**Solution description**
This SAP Rapid Deployment Solution provides Customer Collaboration functionality easy and fast to implement.

The planned scope comprises the following:
- Initial 10 ship to customer locations
- Master data cockpit accelerator for creation/maintenance of master data and profiles
- Accelerator (Altova tool) for inbound customer data to PI mapping
- Standard mapping for the inbound EDI data and outbound interface to backend ERP system
- Accelerator for loading sales history
- Data validation and alerts generation
- Forecast collaboration
- Responsive replenishment & Promotion planning functionality
- Transport load building functionality based on basic parameter like weight & volume
- Order generation
- ASN generation and in-transit calculation
- Min/Max planning functionality

**Business Processes**
- Demand Forecast Collaboration
- Responsive Replenishment
- Min/Max Replenishment

**Technical Components**
SAP ERP 6.0, SAP SCM 7.0, PI 7.0

**Available since Q1/2011**
Agenda

- SAP SNC – Overview
- SAP SNC – Supplier Collaboration
- SAP SNC – Outsourced Manufacturing
- SAP SNC – Quality Collaboration
- SAP SNC – Customer Collaboration

**SAP SNC – Summary**

- Wrap up
- Key points to take home
SAP SNC –
Summary

SAP SNC is a central supply chain platform for real-time collaboration with internal and external business partners

<table>
<thead>
<tr>
<th>Collaboration Flows</th>
<th>Usability &amp; On-Boarding</th>
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</thead>
<tbody>
<tr>
<td>SMI &amp; VMI</td>
<td>WEB UI</td>
</tr>
<tr>
<td>Forecasting</td>
<td>UP/Download (Excel)</td>
</tr>
<tr>
<td>Order sharing confirmation (PO, Release, Kanban)</td>
<td>Backend Integration</td>
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<tr>
<td>Shipping</td>
<td>Quick Views</td>
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<tr>
<td>Invoicing</td>
<td>Micro blog</td>
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<tr>
<td>Quality reporting</td>
<td>Alert Management</td>
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<tr>
<td>Work order tracking</td>
<td>Efficient Worklists</td>
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<tr>
<td>Multi-tier supply and demand visibility</td>
<td>Notes Management</td>
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<tr>
<td></td>
<td>Supplier Self Service for User Administration</td>
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</table>
SAP SNC –
Key Points

7 Key Points to take home?

- SAP Supply Network Collaboration provides you with a 360° view of your supply network, including your customers, suppliers, and outsourced manufacturing partners.

- SAP Supply Network Collaboration drives supply chain efficiencies and transparency by optimizing information and data flows between your supply chain partners.

- SAP Supply Network Collaboration enables all your business partners, independent of their IT sophistications, size, or volume of data exchange.

- Collaboration capabilities in SAP Supply Network Collaboration are “plug-n-play” extensions of business processes managed in SAP ERP today.

- Rapid Deployment Solutions for SAP Supply Network Collaboration will allow you to quickly deploy SAP SNC with a fixed scope and fixed price.

- Benefits derived from SAP Supply Network Collaboration can be quantified as reduction in inventory, increased response times, operating cost reduction, and reduced lead time leading to increased customer satisfaction!

- There is an active SAP Supply Network Community out there! Reach out, get information, engage, and exchange.
Thank You!

Contact information:

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Mobile: 650.391.4452
Appendix
SAP SNC: Work Order Screens

![Work Order Overview](image)

<table>
<thead>
<tr>
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<th>Status</th>
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SAP SNC:
Quality Collaboration Screens