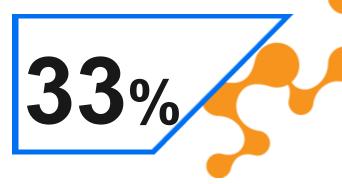


Supply Chain Volatility is the New Normal



Almost 80%

Organizations' supply chains were disrupted over the past twelve months



Increase in supply chain disruptions YoY in 2024

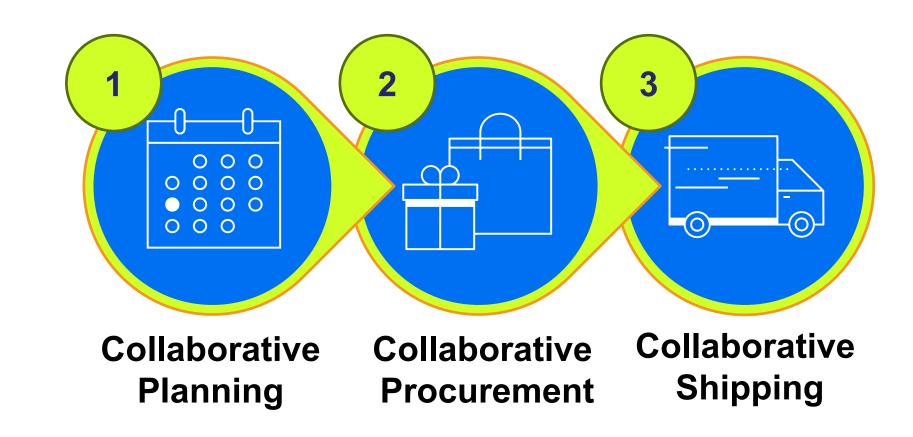
#MasteringSAPConnectGC25

Source: BCI Supply Chain Resilience Report 2024

Source: Resilinc's 2024 supply chain data



Navigating the Storm with the SAP Business Network











Jason Forsyth

SAP Singapore

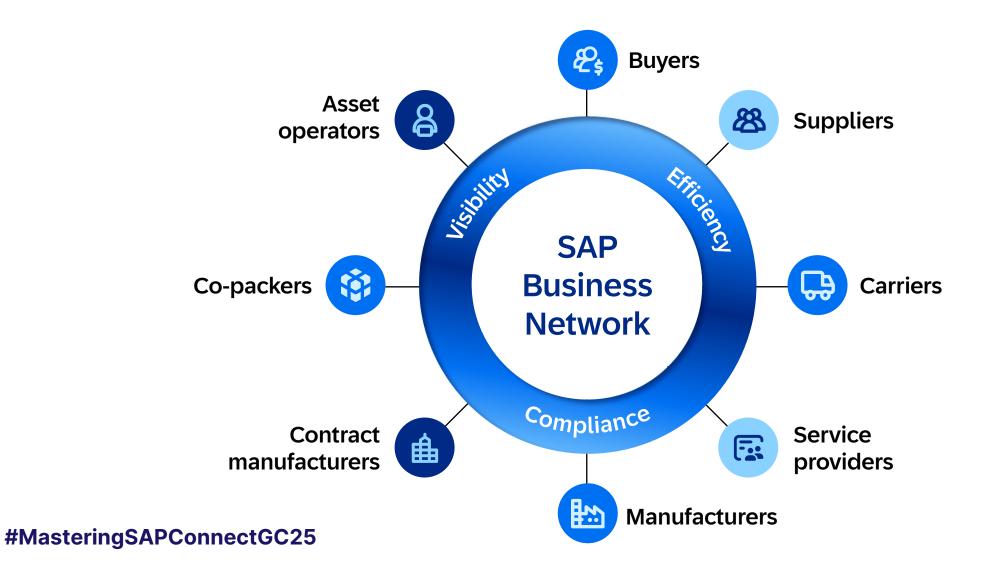
Global Solution Advisory SAP Business Network

An accomplished SAP Solutions Director with over 25 years of experience, specializing in Digital Supply Chain and S/4HANA transformations across diverse industries. Proven leader in solution architecture, program implementation, and fostering innovation to achieve strategic business objectives.





The SAP Business Network: Unifying Your Trading Partners





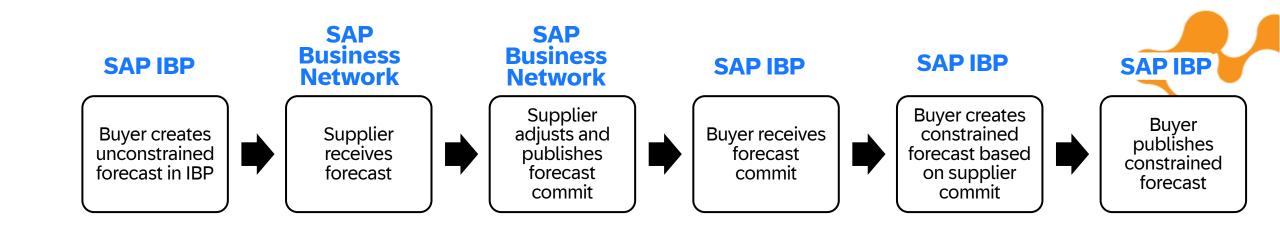


Strategy 1: Collaborative Planning Aligning on Reality

SAP SAP **Business Business SAP IBP SAP IBP SAP IBP SAP IBP Network Network** Buyer creates Supplier Buyer Buyer receives Supplier adjusts and constrained Buyer creates publishes unconstrained publishes receives forecast forecast based constrained forecast in IBP forecast forecast commit on supplier forecast commit commit



Strategy 1: Collaborative Planning Aligning on Reality



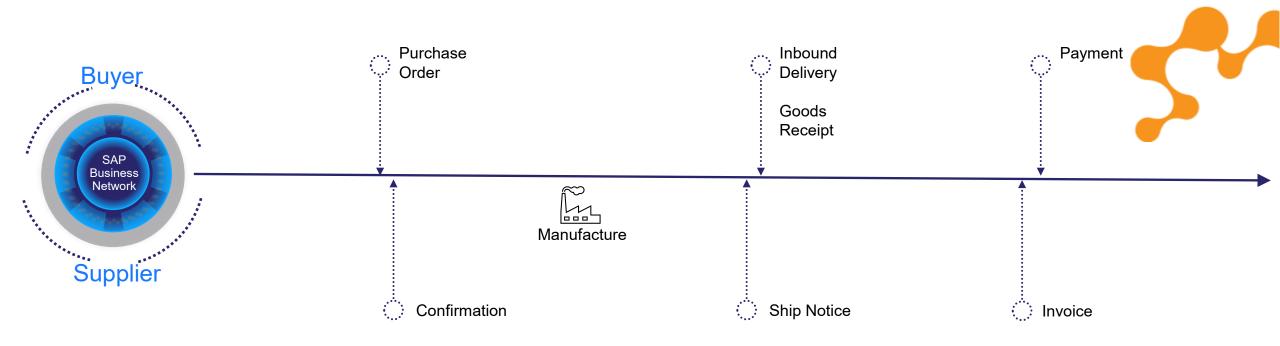
Why?

- More Achievable Plans
- Increased Planning Accuracy
- Reduced Expediting Costs



Strategy 2: Collaborative Procurement

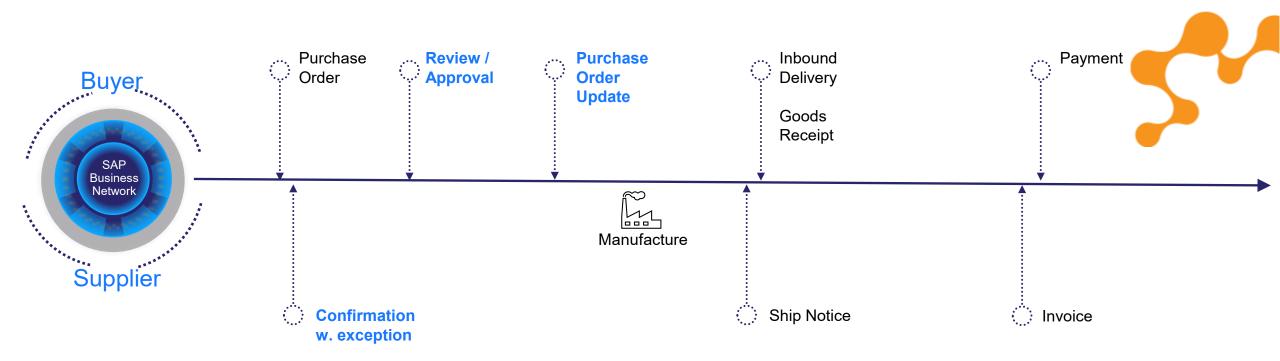
Real-Time Order Commitment





Strategy 2: Collaborative Procurement

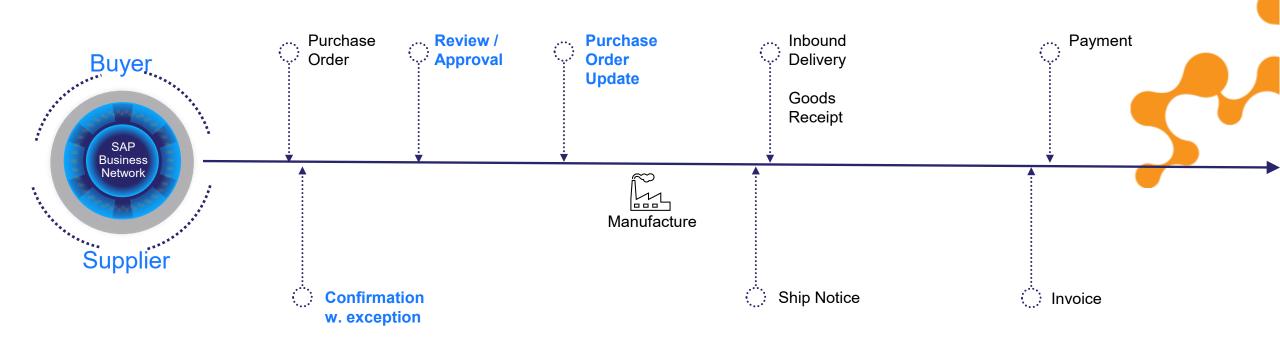
Real-Time Order Commitment





Strategy 2: Collaborative Procurement

Real-Time Order Commitment



Why?

- Maintenance & Production Teams Have Most Up-to-Date Visibility
- Significant Reduction in Manual Expediting Effort
- Reduced Inventory Buffers
- Improved Supplier Performance Tracking



Strategy 3: Collaborative Shipping

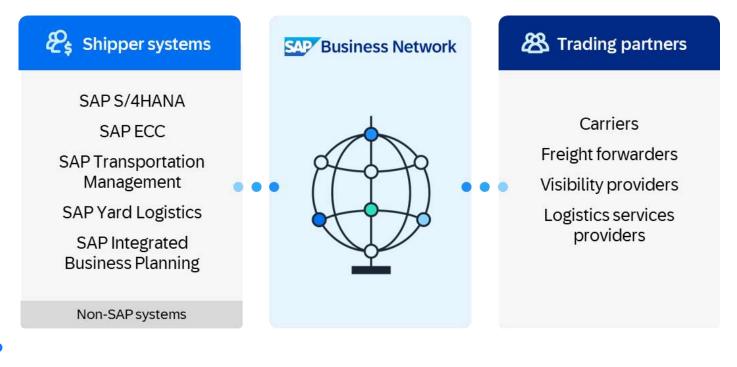
Achieve Real-Time In-Transit Visibility





Strategy 3: Collaborative Shipping

Achieve Real-Time In-Transit Visibility





Why?

- Enhanced Delivery Predictability
- Proactive Issue Resolution
- Optimized Receiving Operations
- Improved Customer Satisfaction



Business Network Scope of Collaboration

SAP Business Network is a single platform that supports a wide range of business processes

£	Procurement	Supply chain	Logistics		Assets		Finance
_	Find and discover rading partners	 Planning collaboration 	Freight order and invoice collaboration	•	Manage repository for global assets		Order delivery to cash management
• S	Procurement Supplier information management Order collaboration	Inventory collaborationQuality collaborationProduct genealogy tracing	Dock appointment scheduling and gate processing Shipment tracking Order tracking	•	Maintenance and repair services collaboration	•	Invoice collaboration





Supplier Onboarding is Easier Than You Think

Size and scale of the network:

 High likelihood that a large number of suppliers already transacting on the network Out of 1,000 unique suppliers...

55%

Average match rate

Suppliers segmented by account type and capabilities



Adopters see measurable business improvement

Inventory Levels

- Reduced safety stocks with increased supply chain transparency
- Collaboration on forecasts, supply availability, orders, confirmations, shipments, quality, and goods receipt

4-12%

Lower days inventory outstanding (DIO)

Supply Chain Disruption

- Decreased operations stoppages due to lack of materials or component
- Reduced latency and lead times
- Increased visibility

Stock-outs

- Reduced production change-over due to material shortages
- Reduced expedited transport costs

Automation and Digital Transactions

- Improved document processing efficiency and effectiveness
- Tracking of quality characteristics and compliance

20-30%

Lower FTE cost

1-3%

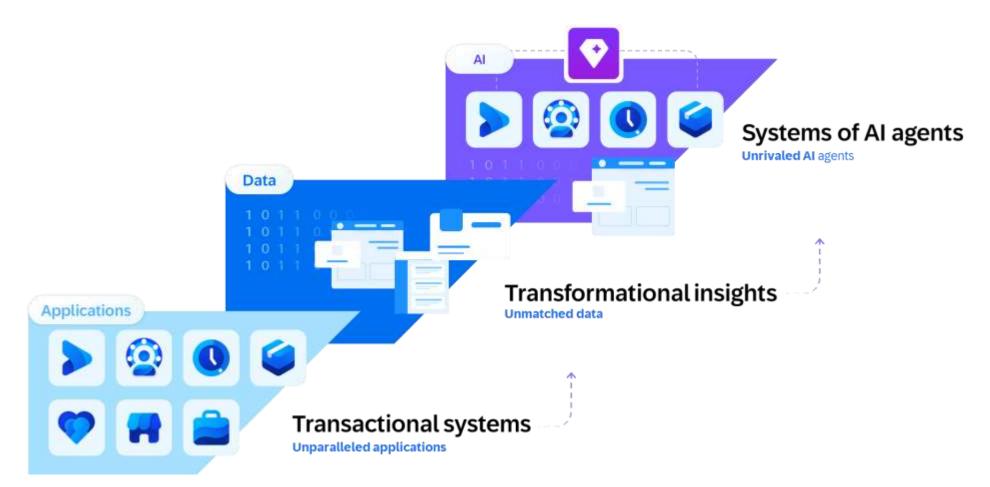
Lower logistics cost

8-23%

Lower revenue loss due to stock-outs



The Data is the foundation for AI enabled Supply Chains





Key Takeaways

1

SAP Business Network

Embed your trading partners into the business process

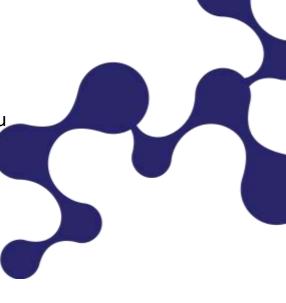
- Increase Visibility
- Deliver Confidence
- Reduce Cost

"No Business Does Business Alone"

2

Reach Out

Reach out to your local SAP representative or myself if you want to know more or experience the solution for yourself.





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