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5 – 6 JUNE 2025

ROYAL PINES RESORT | GOLD COAST

Deep Dive: The Supply Chain Under Pressure: Practical Strategies for Adapting to Tariffs, Disruptions, and Global Volatility

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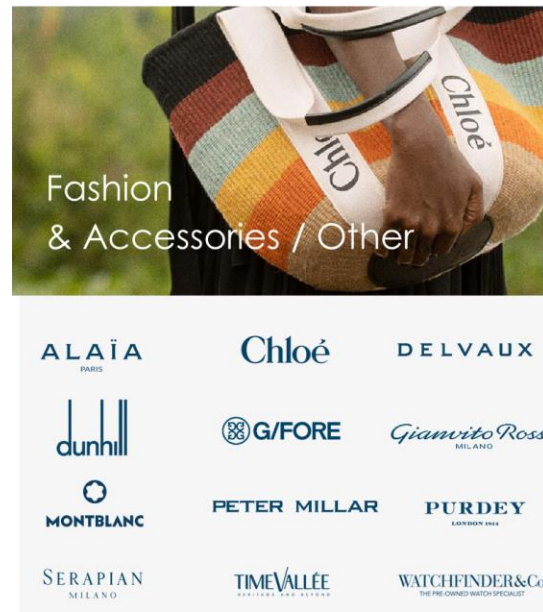
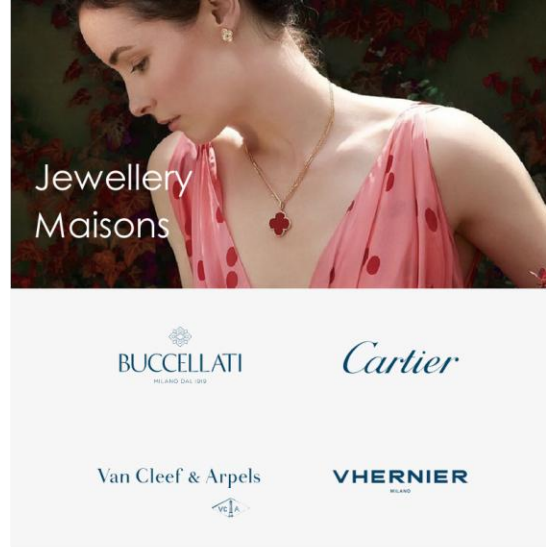


Introduction

AT RICHEMONT, WE CRAFT THE FUTURE

Richemont, founded in 1988, is one of the world's leading luxury goods groups.

Our unique portfolio includes prestigious Maisons distinguished by their craftsmanship and creativity.



RICHEMONT AT A GLANCE

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RICHEMONT AT A GLANCE



25+ Maisons and businesses



Over 35 000 Employees
(including over 8 000 in
Switzerland)



36+
Manufactures



40+ distribution
warehouses



2000+ Boutiques



Richemont Headquarters by architect Jean Nouvel, Geneva

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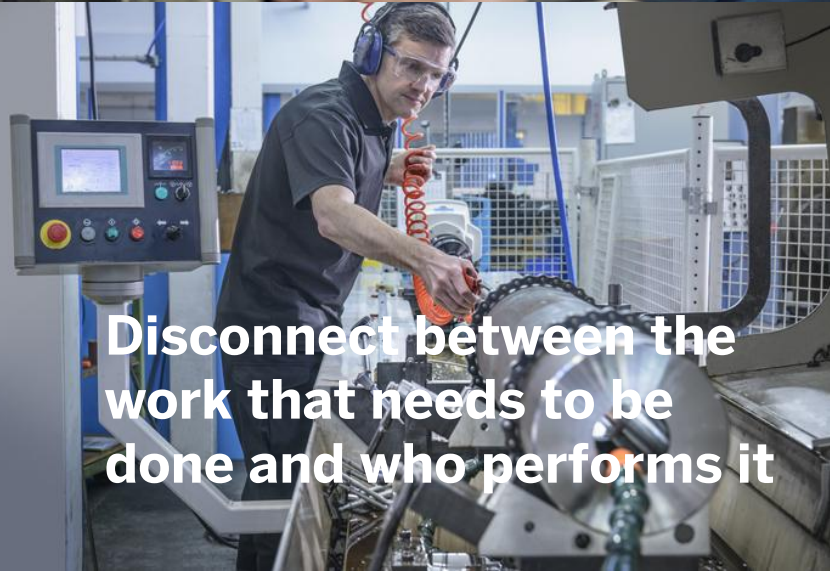
No business does business alone.



Restricted visibility and collaboration creates hidden risks to your business



Disconnect between what I ordered and where it is



Disconnect between the work that needs to be done and who performs it

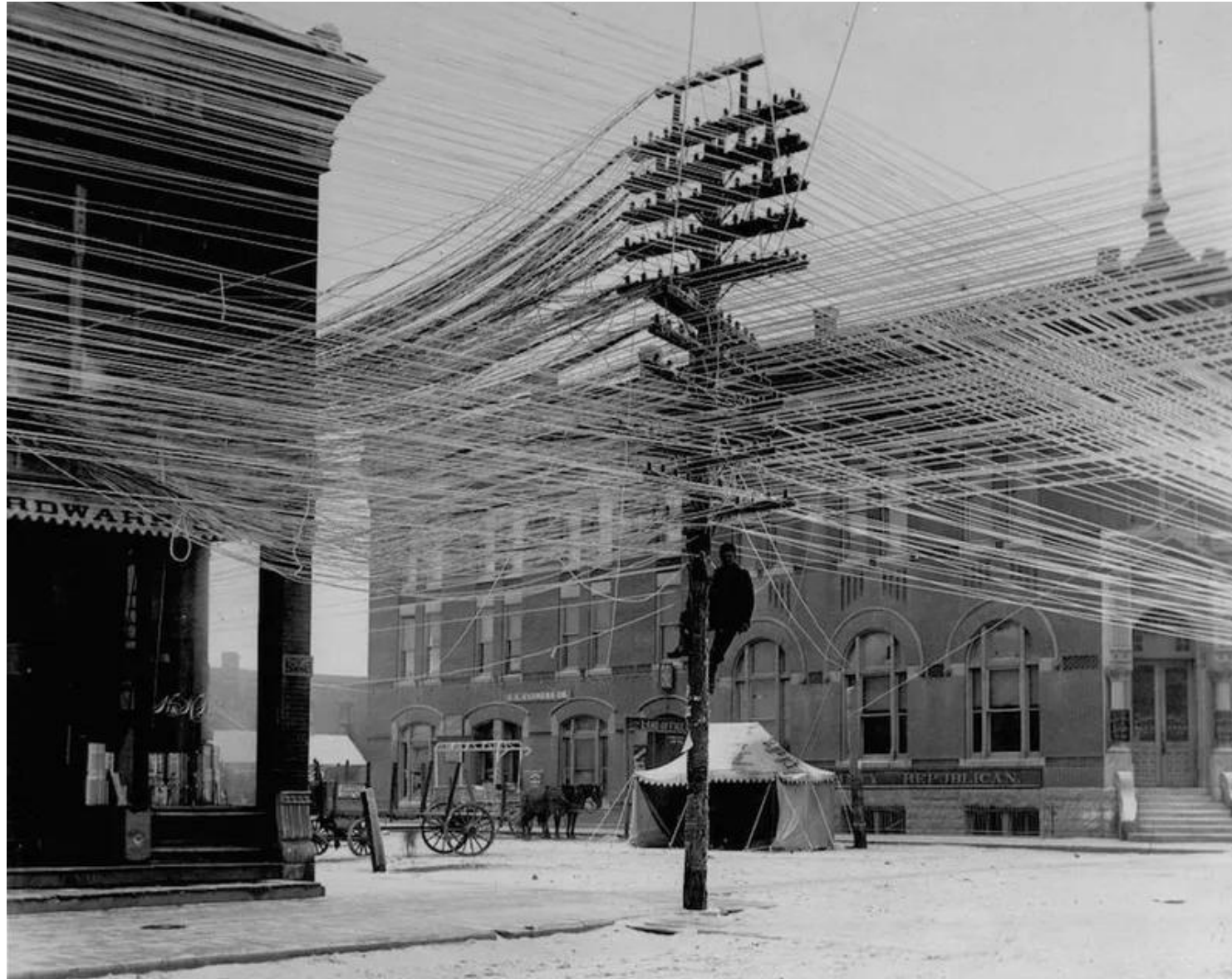
Pressing mandates for sustainability and environmental and social responsibility

It's like the best Smart Phone in the world...



**...without the
SIM card**

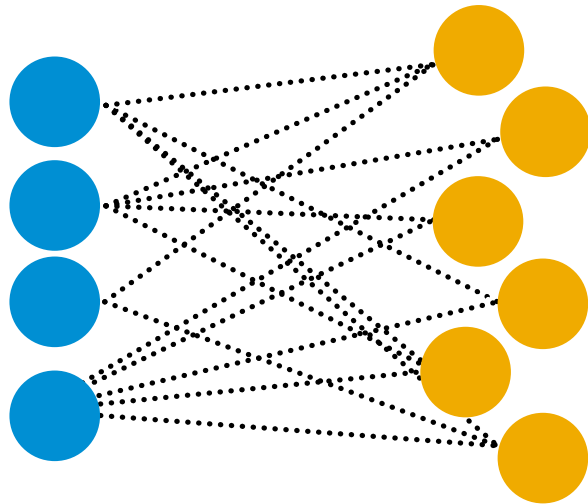
Before we had a phone network, we had peer-to-peer lines



And yet most systems can't extend beyond the four walls of your business

Resulting in ineffective methods of collaboration

Buyer Trading Partners



EDI, E-mail, Phone, FAX, Portals, Paper

Inefficient collaboration methods being used today:

Sending PO to supplier	=	.pdf email attachment
Sharing 6 month forecast	=	.xls email attachment
Requesting quality inspection	=	Calling supplier
Checking ETA of goods	=	Calling supplier

- Inefficient methods
- Limited Visibility

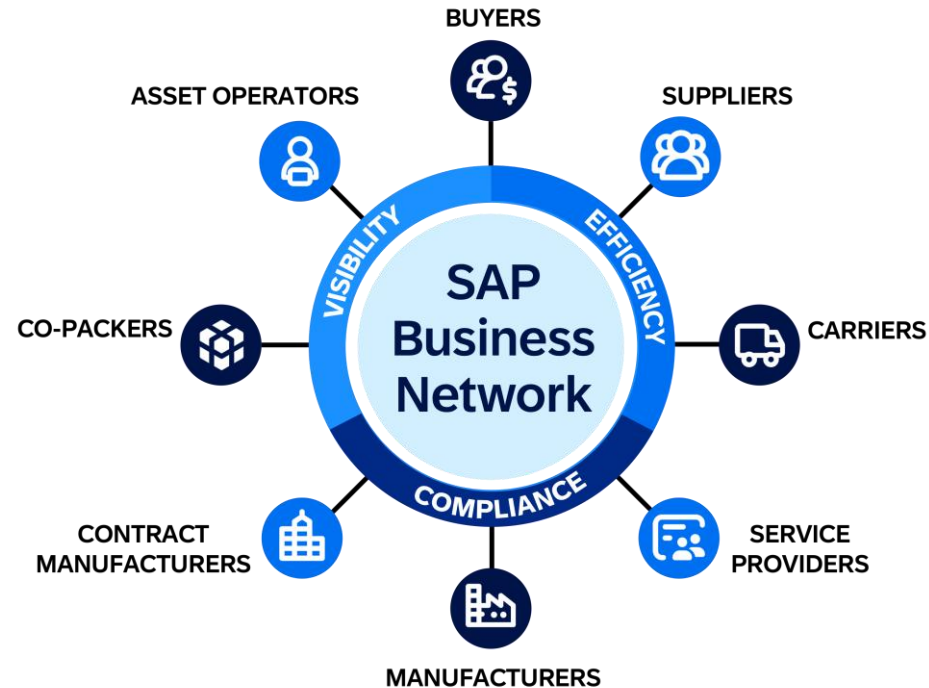
- Lack of audit trail
- Different process per trading partner

- Limited process coverage
- No aggregated data content

- Expensive to maintain
- Low adoption rate

SAP Business Network is the solution

Modernizing how processes connect across companies to build stronger supply chains



Procurement



Supply Chain



Logistics



Assets



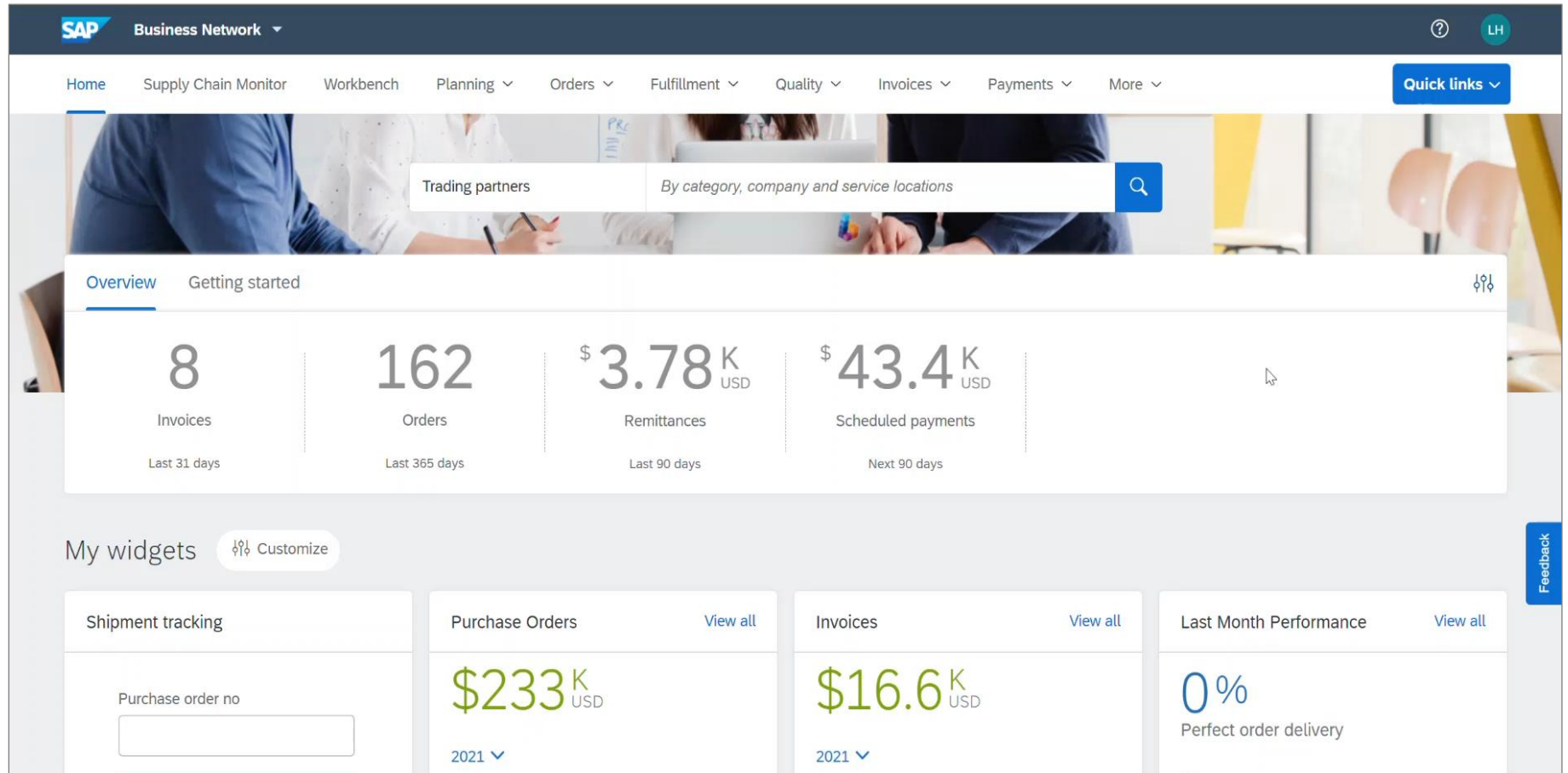
Finance

SAP Business Network | End to End Collaboration

Eliminate process breakdowns between your business and your trading partners

Better manage supply chain exceptions and risks with integrated ordering and shipment visibility

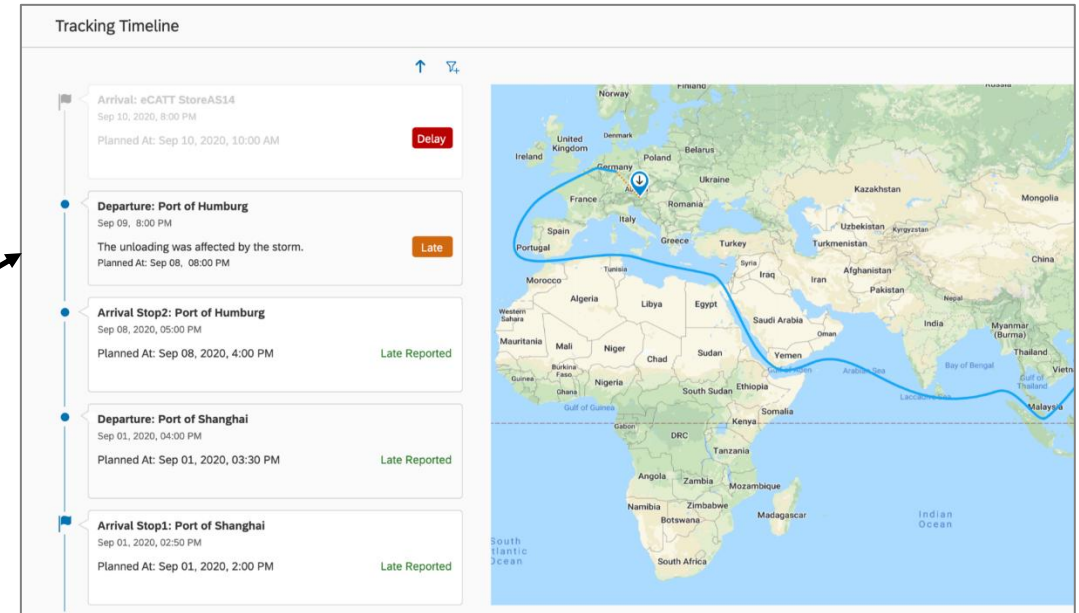
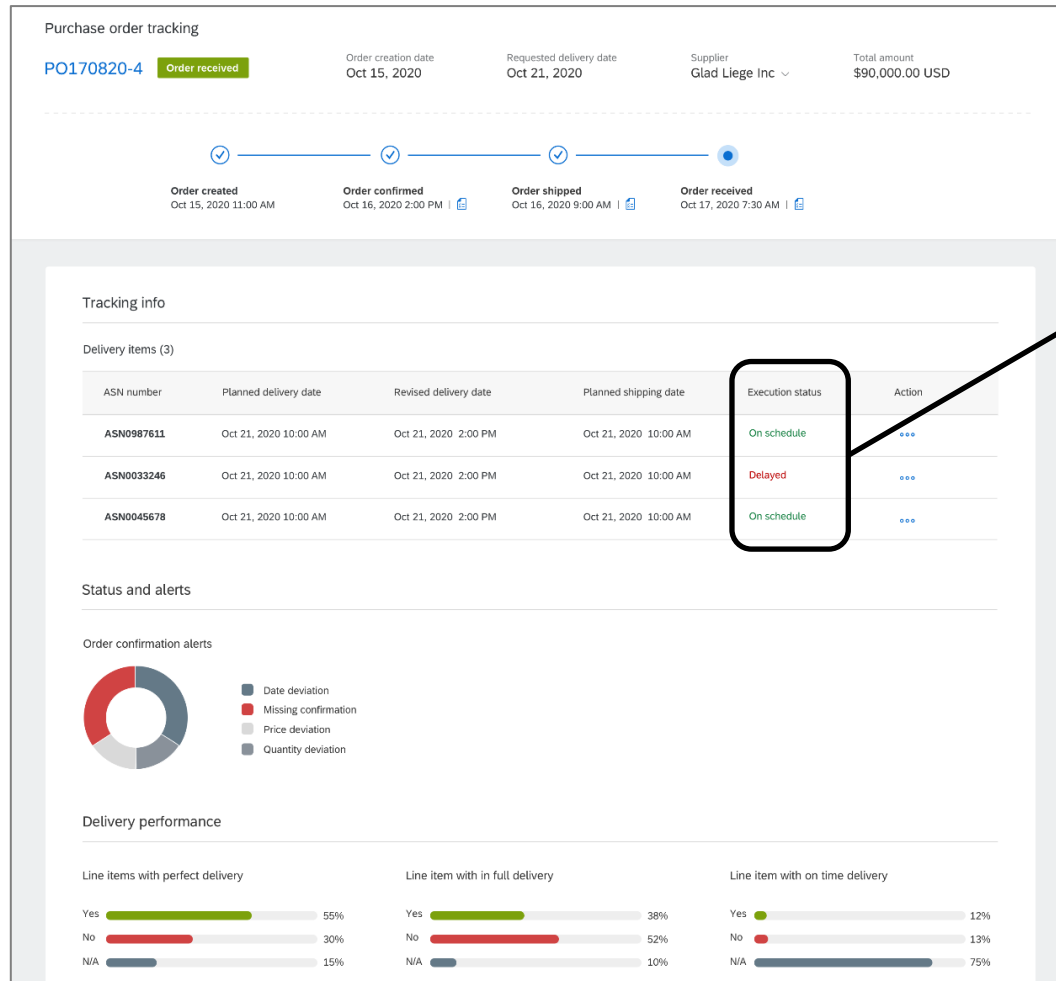
- Track the location and progress of your goods in-transit directly from the PO
- Notify stakeholders and trading partners of exceptions and status updates.
- Link with real-time shipment progress information from connected visibility providers.



Scenario example: Mitigate risks and disruptions

Buyer-managed transportation: ASN visibility for SAP Business Network for Supply Chain

Eliminate fragmented processes between **purchasing** and **logistics** with real-time **Global Track and Trace** integrated to the purchase order application

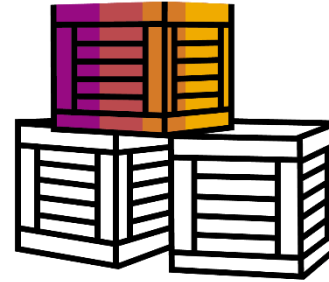
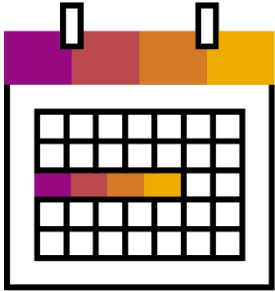


- **Lower operational costs** by proactively managing delays / exceptions with real-time tracking of purchase orders and shipments
- **More efficient collaboration** with buyers, carriers, and suppliers communicating in real-time on pick-up time, delivery time, and potential delays
- **Reduction in compliance cost** with insights on supplier / carrier risk score, on time delivery score, and other KPIs

SAP Business Network **for Supply Chain**



Drive agility, transparency, and resiliency across your supply chain



Planning Collaboration

- Share demand plans and forecasts with your trading partners
- Receive forecast commits and optimize your constrained plan
- Cut planning cycle time

PO Collaboration

- Digitally exchange POs, ship notices, order confirmations, invoices, and other documentation with trading partners
- Support multi-tiered orders for collaboration between buyers who are OEMs, component suppliers, and contract manufacturer suppliers

Inventory Collaboration

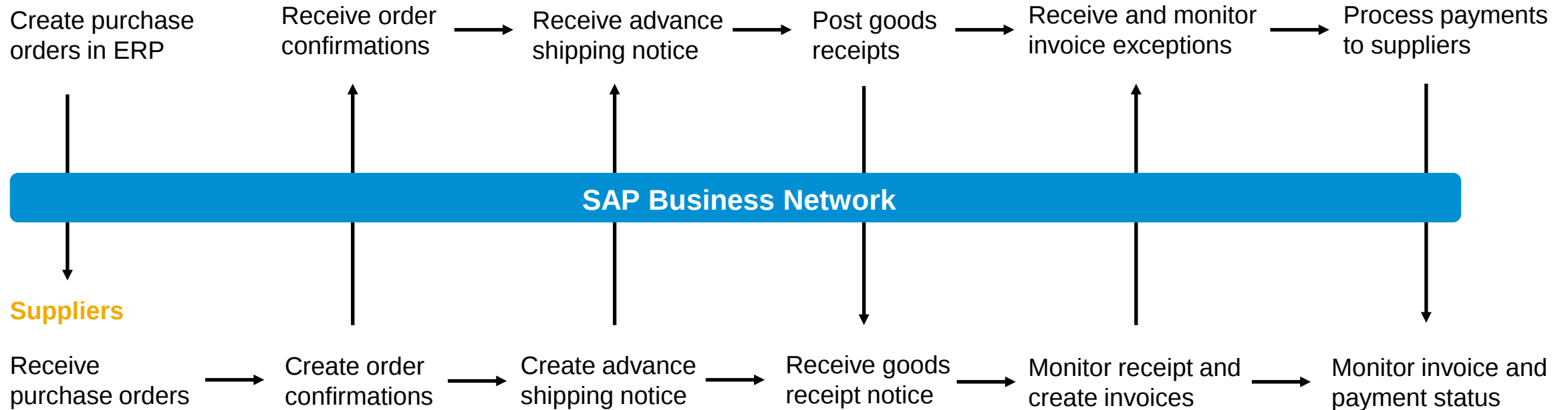
- Collaborate with suppliers on inventory optimization
- Improve visibility into stock on hand, replenishment, and max/min inventory levels
- Proactively detect supply disruptions

Quality Collaboration

- Quickly detect quality issues and complaints
- Exchange quality documentation with trading partners
- Align with trading partners to drive quick resolution

Automate your procurement collaboration workflows

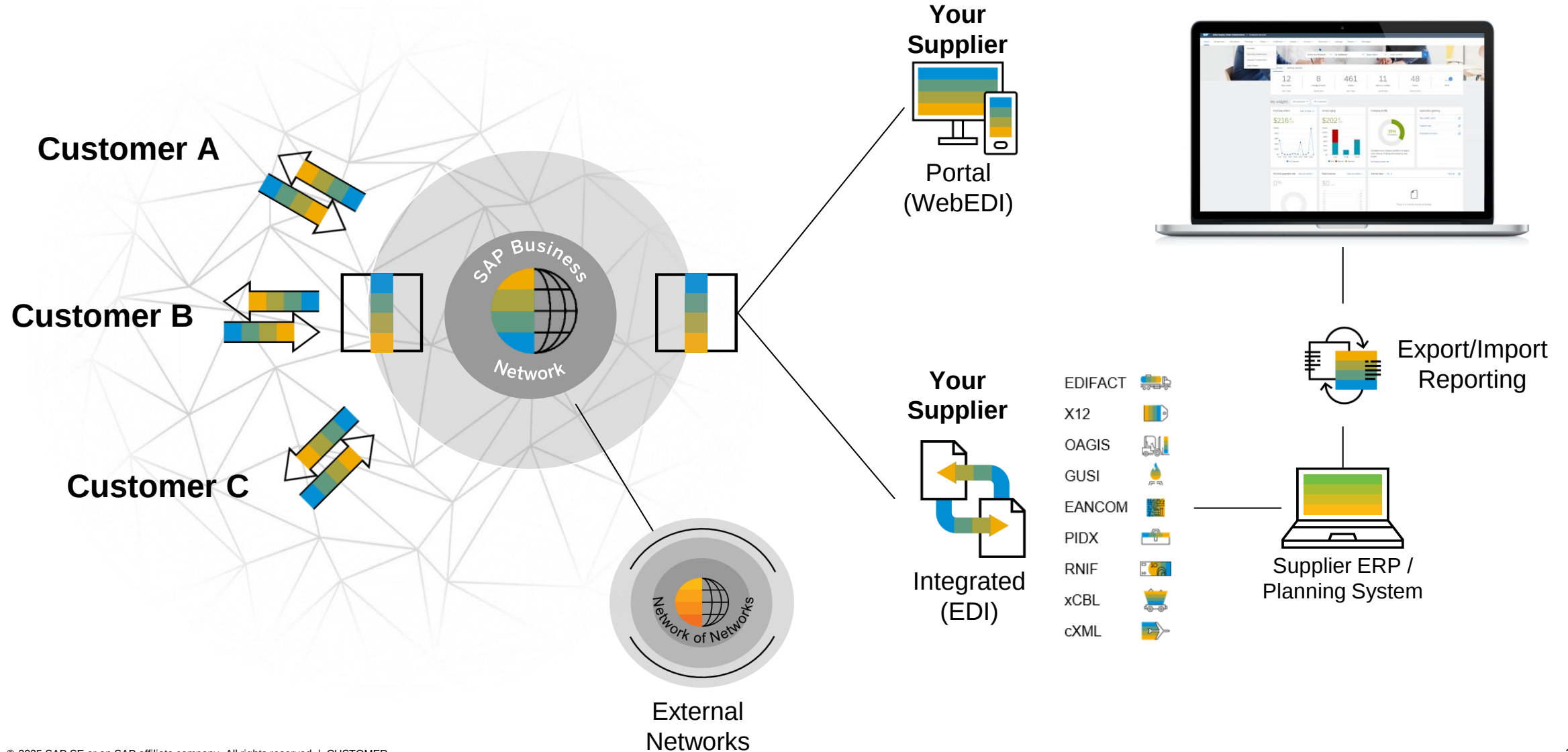
Buyers



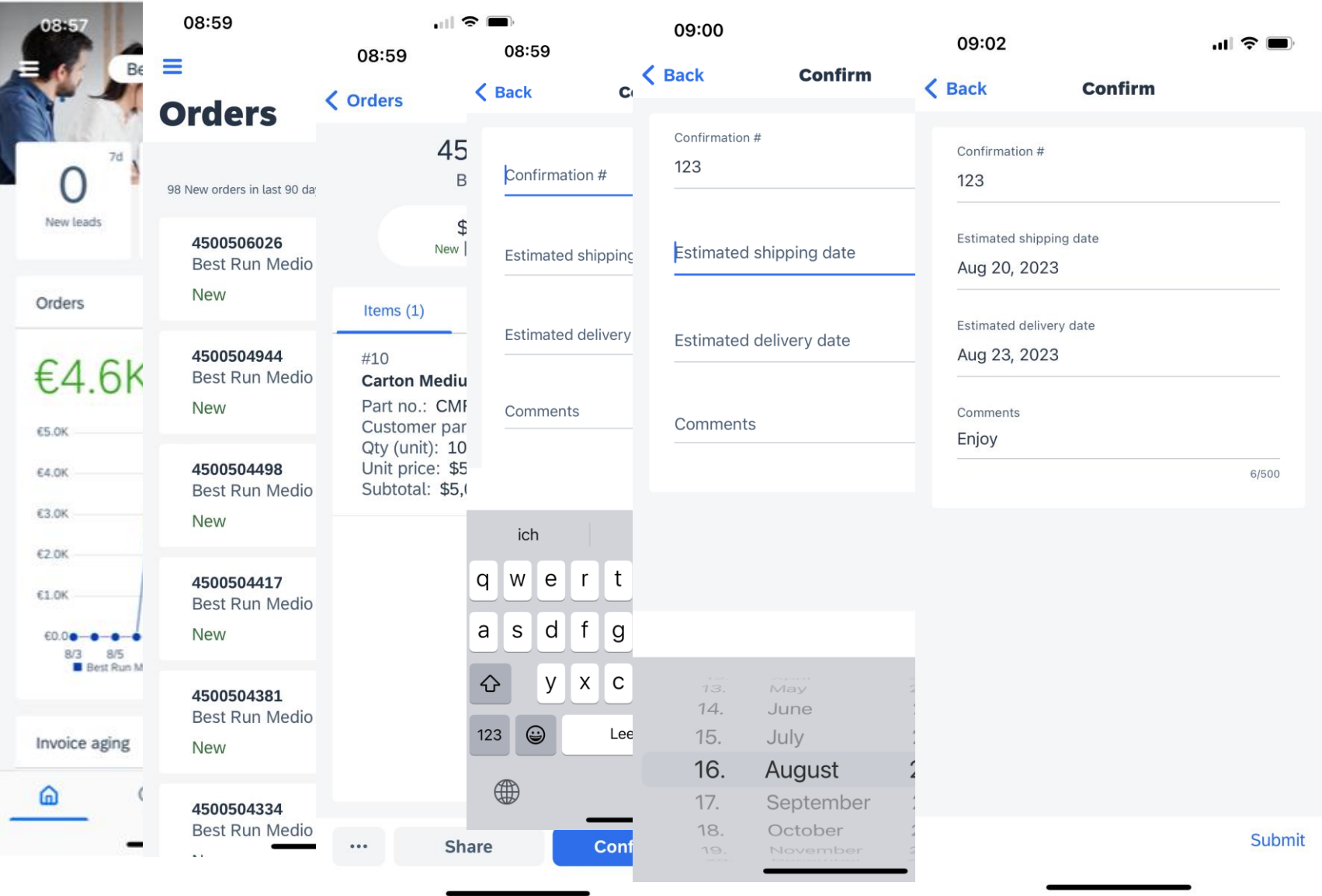
**The network allows for near real-time
information sharing and document
collaboration**

SAP Business Network for Supplier Collaboration

Supplier Connectivity Overview

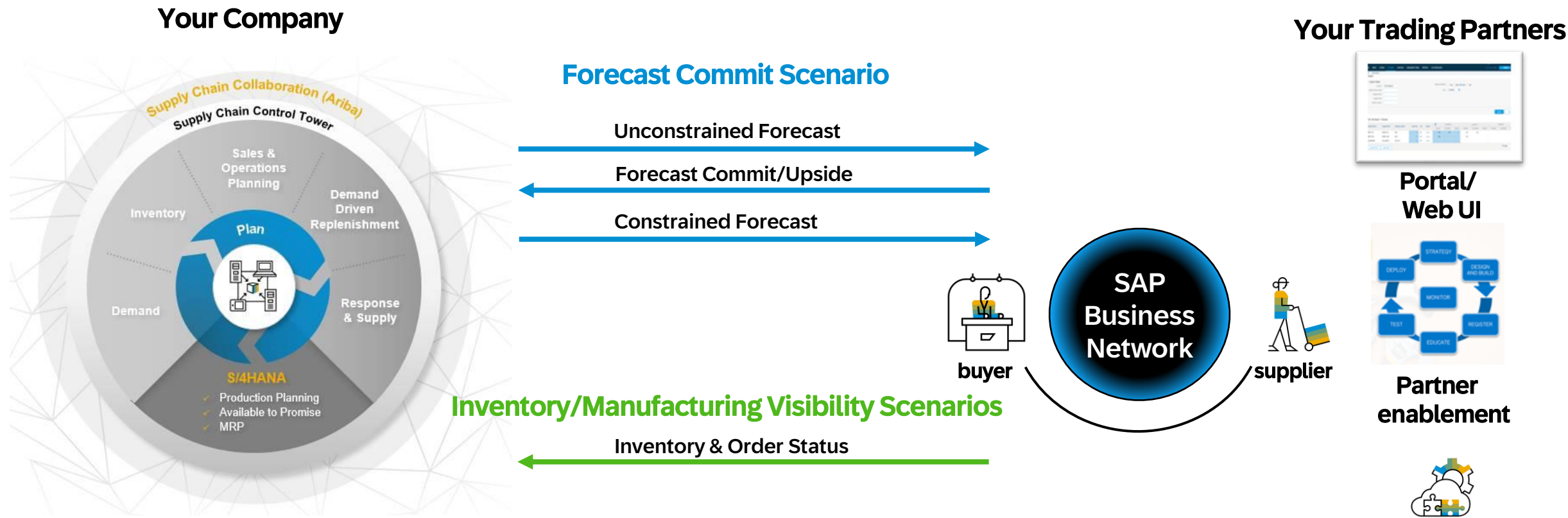


Mobile Order Confirmation



SAP Business Network for Supply Chain

Integration with SAP Integrated Business Planning – Supply Side



Companies with enterprise-wide collaboration with trading partners have

4–12% lower DIO

2–5% higher on-time delivery

eSHOP program



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eSHOP program



RICHEMONT

IN RECENT YEARS

- › Develop new **tools**
- › Improve **processes**
- › Change internal **ways of working**



Collaborative B2B platform owned by SAP to enhance the level of digital interactions between Buyers and Suppliers



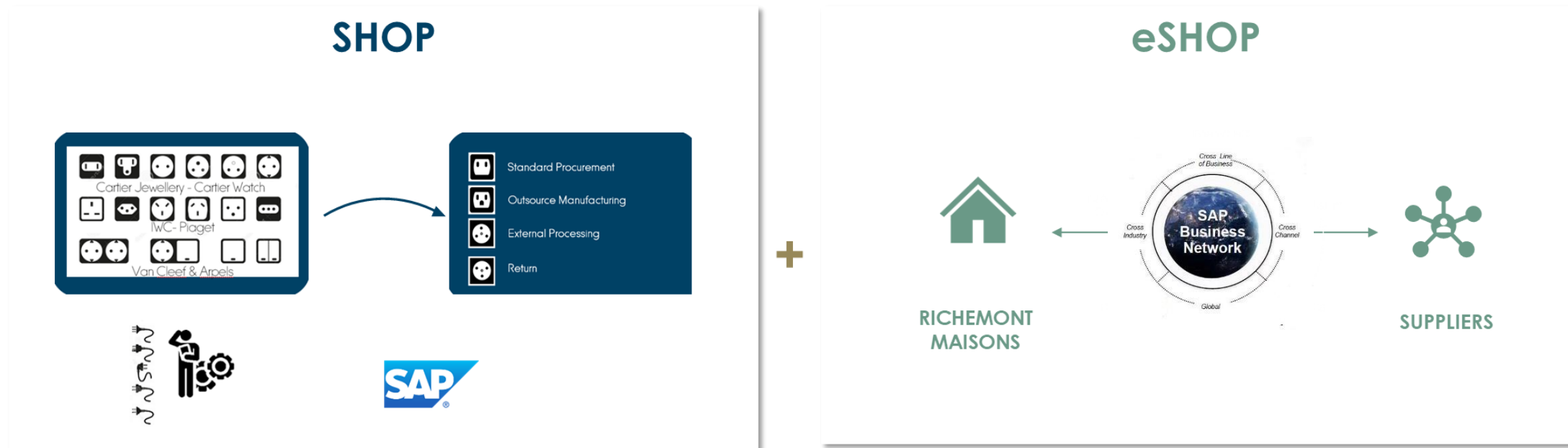
SUPPLIERS

TODAY

- › Foster **collaboration**
- › **Digitalize** interactions
- › Improve **performance**

eSHOP program

2 projects executed in parallel



Harmonize and simplify direct procurement processes... in order to... digitalize collaboration with suppliers

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Why did we choose Supply Chain Collaboration in SAP Business Network ?

 The world's largest B2B commercial network	 A Cloud-based platform	 A single tool managing all Supply Chain processes
 Various integration modes	 SAP backend native integration	 A visual and intuitive tool



Our journey

3D deployment approach

FLIGHT PLAN

- Define which suppliers to enable
- Define enablement methods to be used
- Define sequence to follow

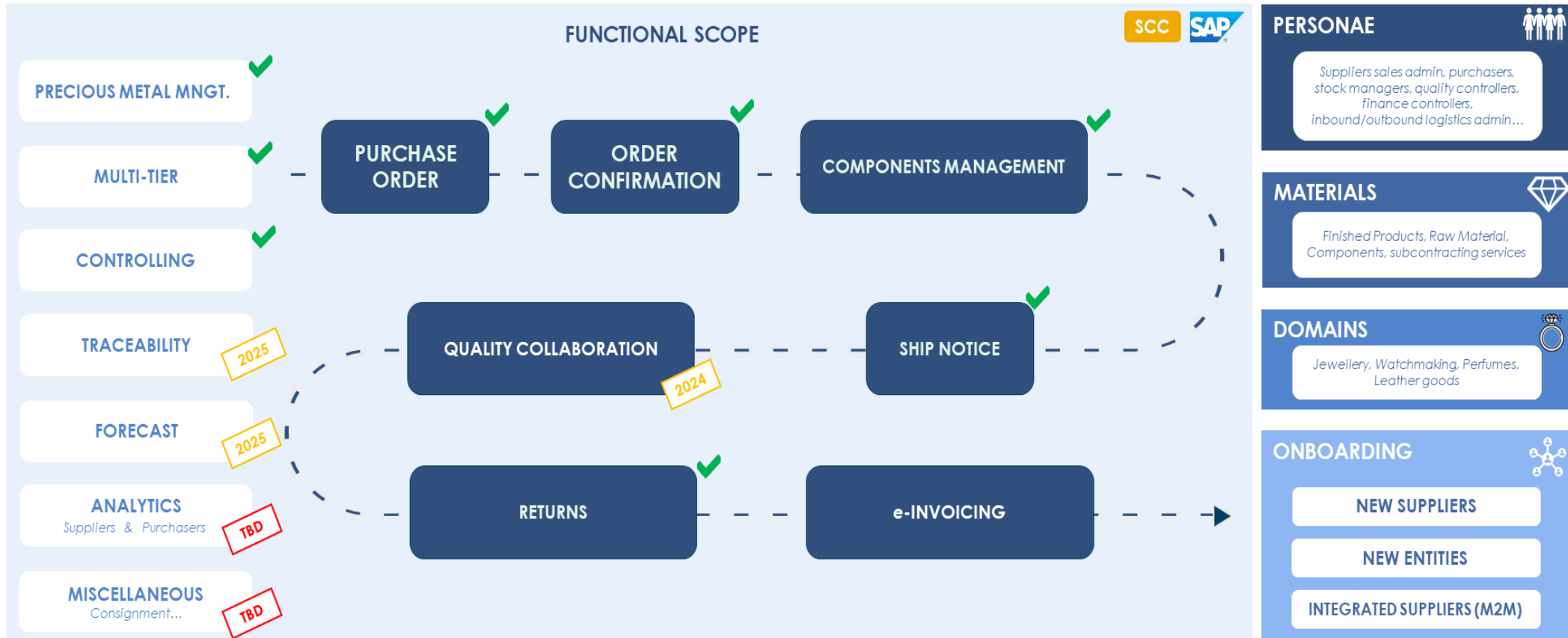


FUNCTIONNALITIES DELIVERY APPROACH

- PO collaboration
- Logistics collaboration
- Finance collaboration
- Quality collaboration

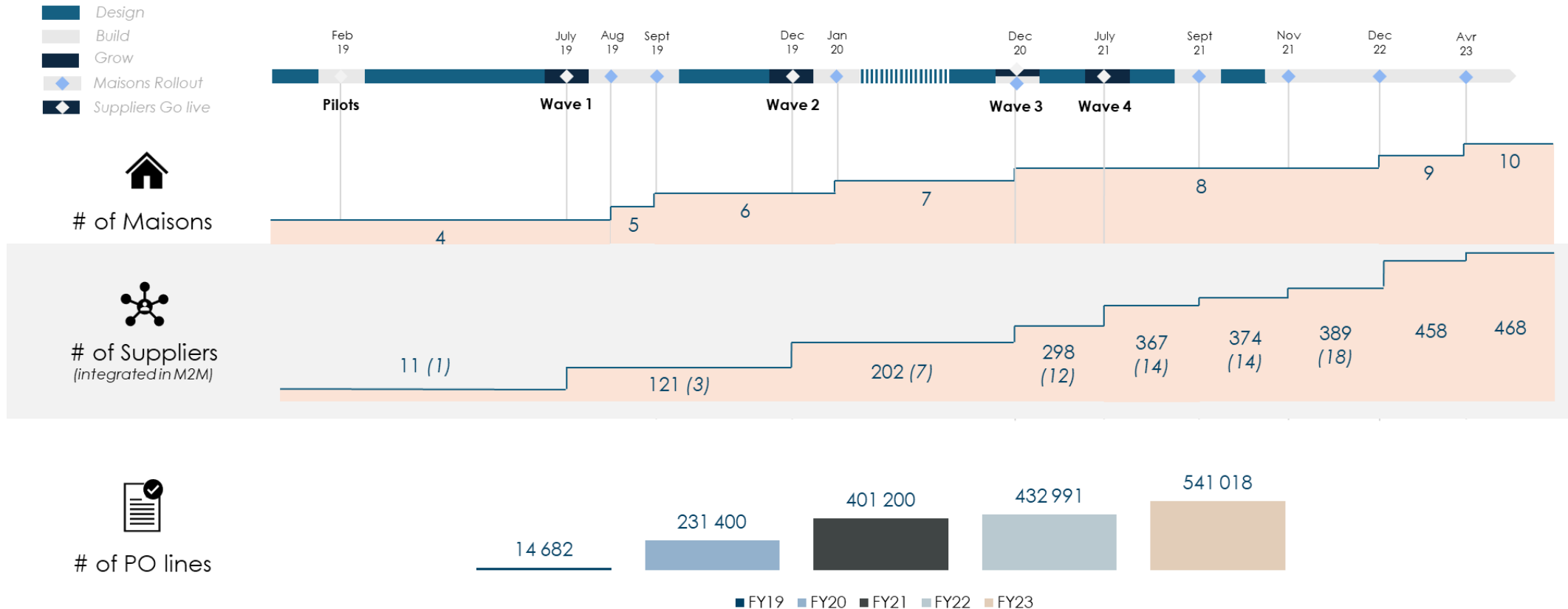


Scope deployment



We continue to roll out eSHOP SUPPLY

THINK GLOBALLY, START SMALL, SCALE FAST

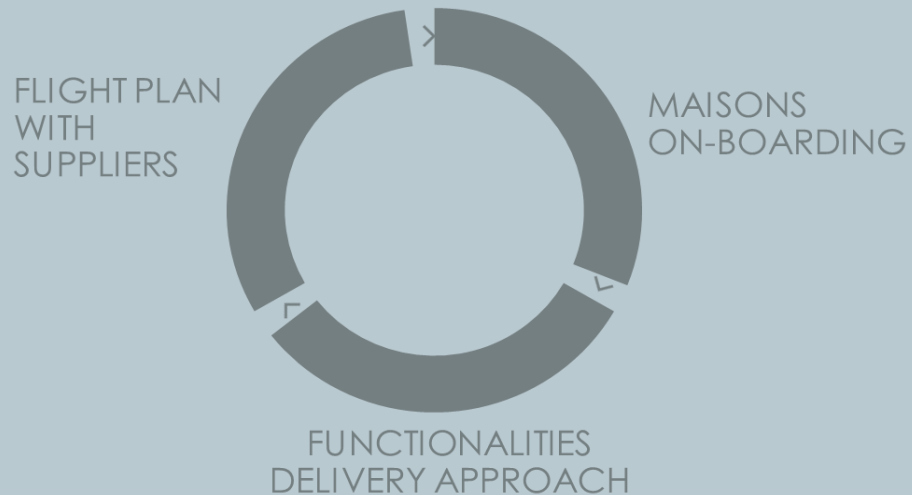


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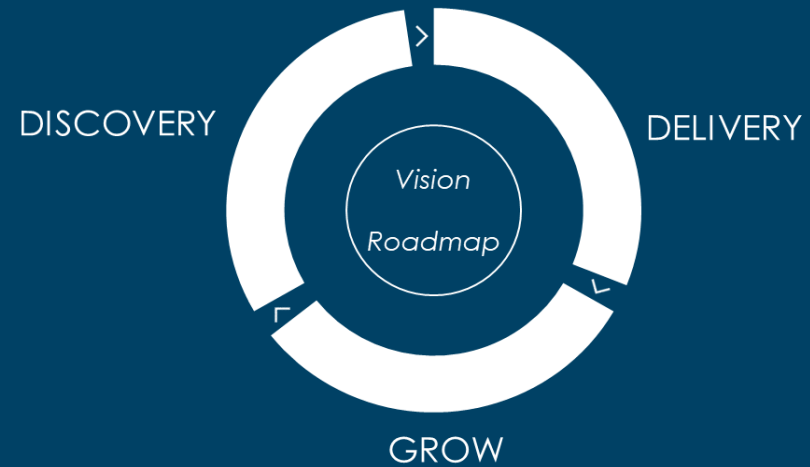
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2024 initiative shift

We moved from
a **3-Dimensions Project
(deployment) approach...**



... to a **Product approach**
to expand perimeter and
address new topics



- › Client centric approach
- › Continuously evolving roadmap
- › Transparency and feedbacks guaranteed
- › Product dedicated team



Key Results

HARMONIZATION

8+ 

Maisons/Entities in SBN

700+

Suppliers using SBN

DIGITALIZATION

84%

of purchase order items sent to SBN (Q1 2022)

87%

of PO items of the big suppliers (>100 orders a quarter) are in SBN

EFFICIENCY

35%

of PO items in SBN in MtoM

SPEED

-3h

leadtime for PO creation, approbation & transmission

VISIBILITY

62%

of good receipts with Advance Ship Notice (ASN)



SAP Quality Awards
Silver medal - Cloud Transformation
category
Scope : Switzerland



SAP Ariba for Direct Spend
Best cross-business Unit Deployment
Scope : Worldwide



SAP Ariba for Direct Spend
Best Trading Partner UI Co-Innovation

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Key takeaways

PROJECT MANAGEMENT

- 1 Implement a **Change Management strategy** for both internal teams and suppliers
- 2 “**Start small, scale fast**”: Keep a **progressive approach** that leaves an important place to **feedback**

BUSINESS

- 3 Grab the opportunity **to review and harmonize the processes** and challenge the way the business is currently done
- 4 Focus on what **brings value to suppliers**

IT

- 5 Change your mindset : it's a **Cloud platform**, not a classic on-premise tool (less customizable, more frequent upgrades...)
- 6 Create a true partnership with the software company to be able **to participate in the design** of the software

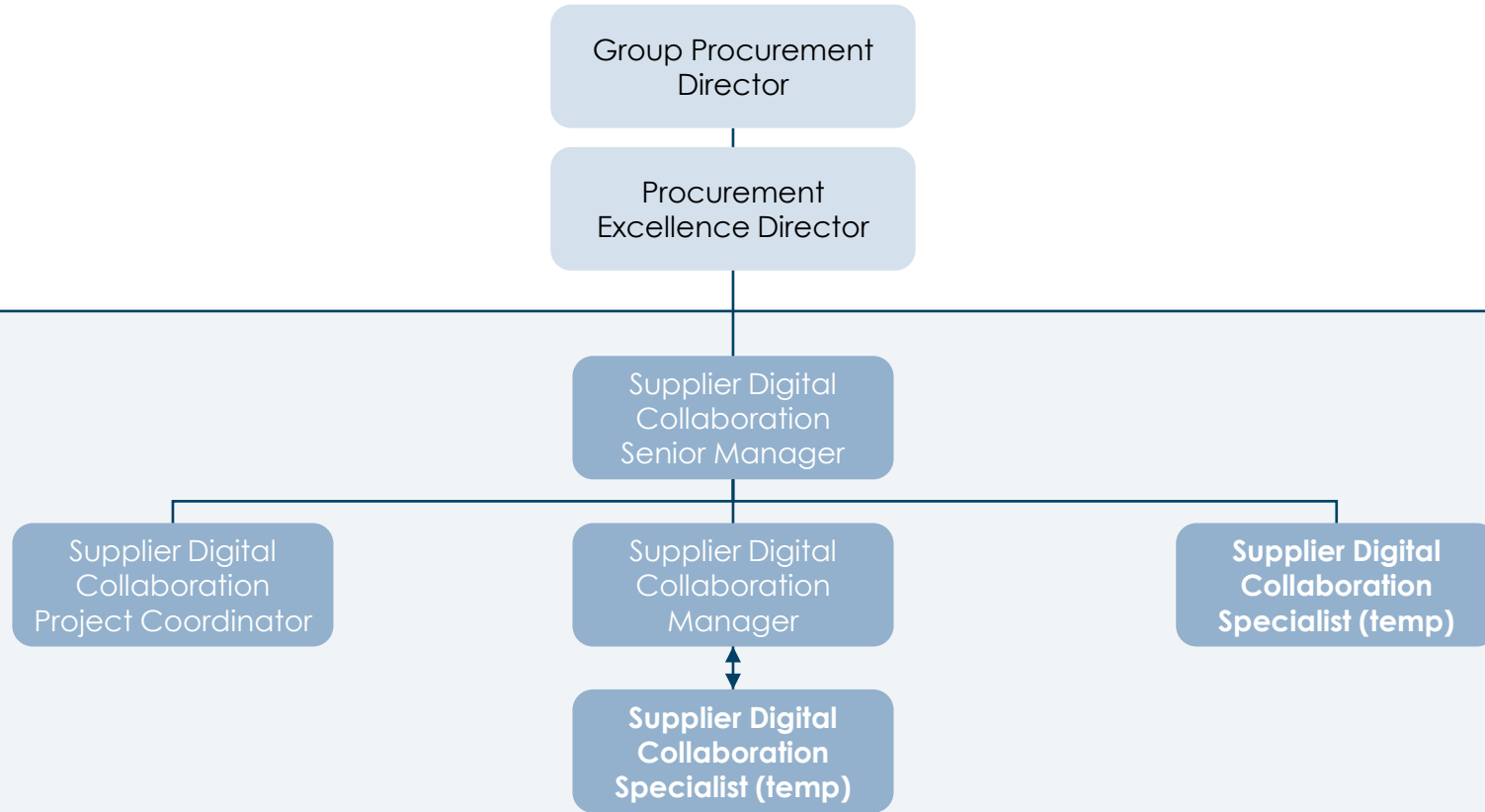


Supplier onboarding

Onboarding is a key element to success



Supplier digital collaboration team (SDC)



ROLES & RESPONSIBILITIES

HINGED ON 4 pilars

ONBOARDING

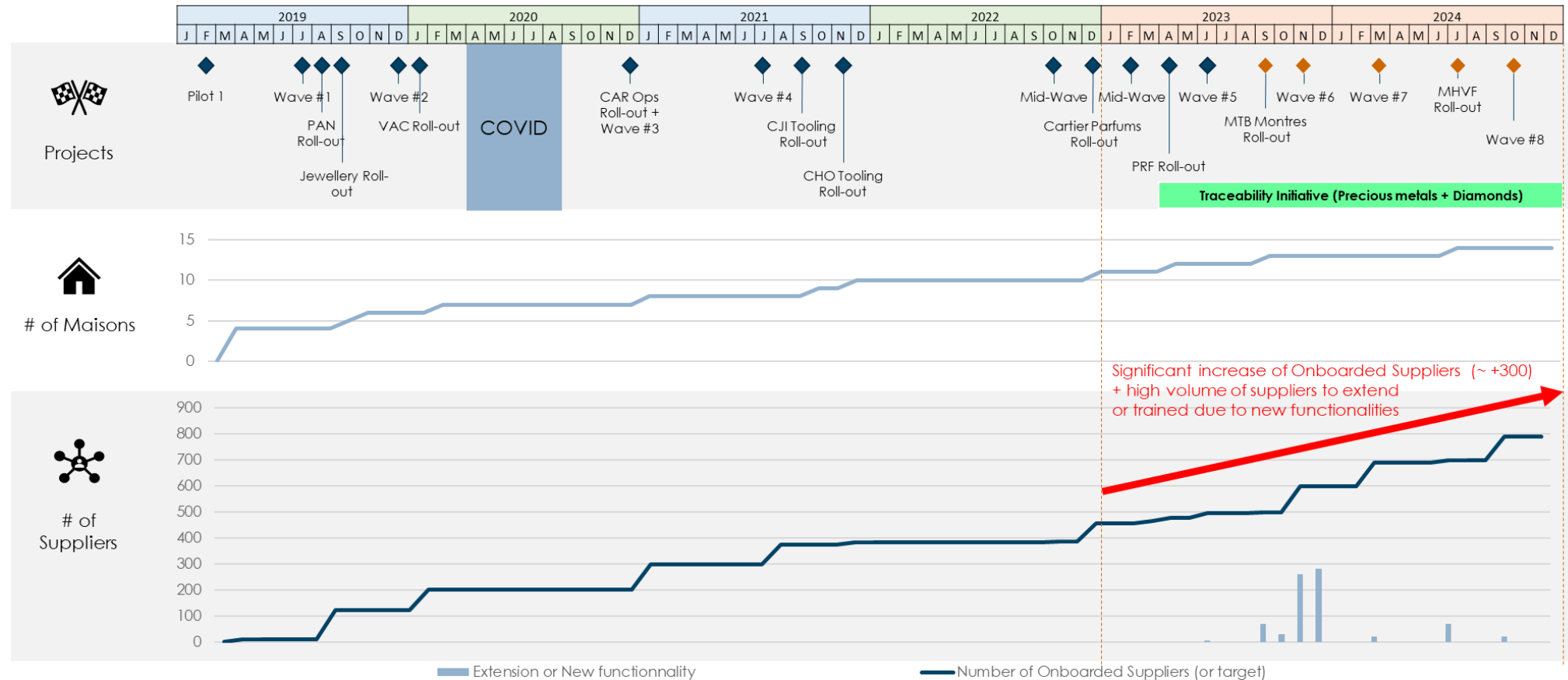
TECHNICAL SUPPORT

TRAINING
DOCUMENTATION

COMMUNITY
ANIMATION



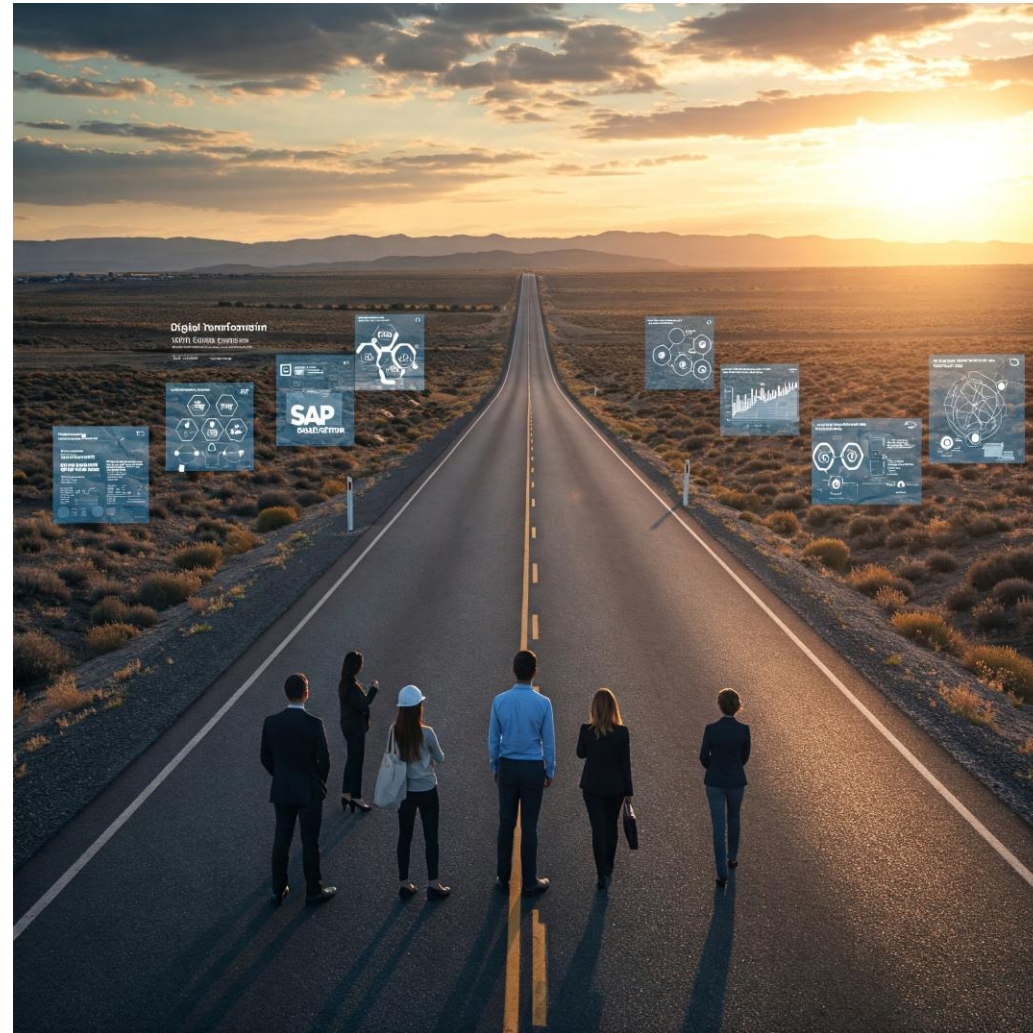
Onboarding timeline



Conclusion

Conclusion

- ❖ eSHOP Supply will act as a **Product of Product** with SAP Business Network and SCC.
- ❖ We expect from SAP Business Network to follow us and help us meet the new challenges we are facing, with **the same spirit** than at the early beginning of our journey.
- ❖ Digital transformation with our Suppliers is a long way to go. **We should all be Value centric** to make it happen quickly.



SAP Business Network **for Logistics**



SAP Business Network for Logistics

Connect the stakeholders across your logistics and product ecosystems for seamless, digitalized collaboration and advanced insights into performance, risk, and sustainability



Freight Collaboration

Streamline multi-modal logistics operations through collaboration with a global network of service providers



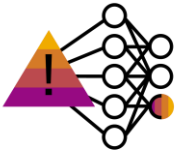
Global Track and Trace

Connect physical movement with information flow for situational awareness and actionable insights beyond milestone reporting



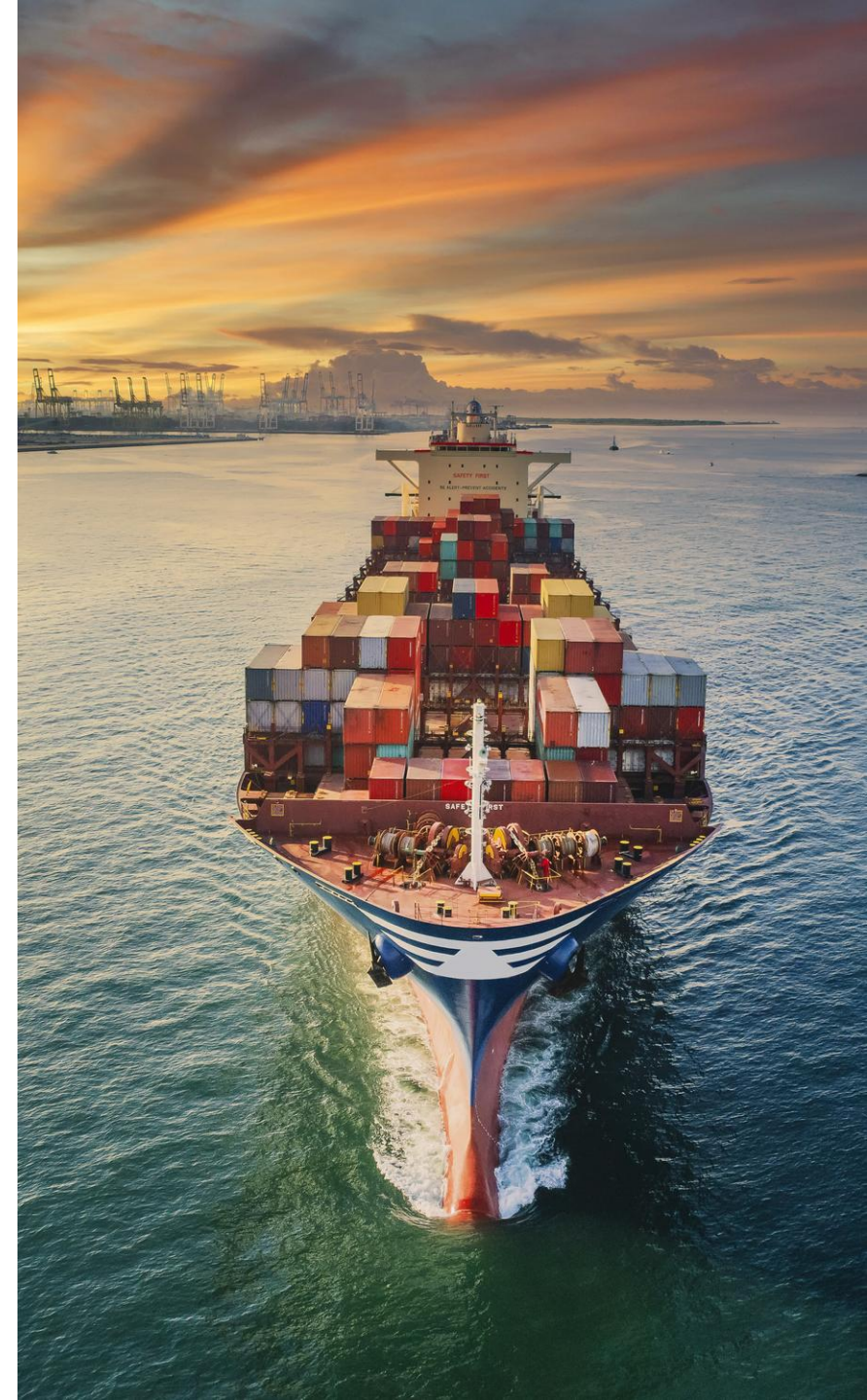
Intelligent Insights

Turn transactional network insights into data intelligence



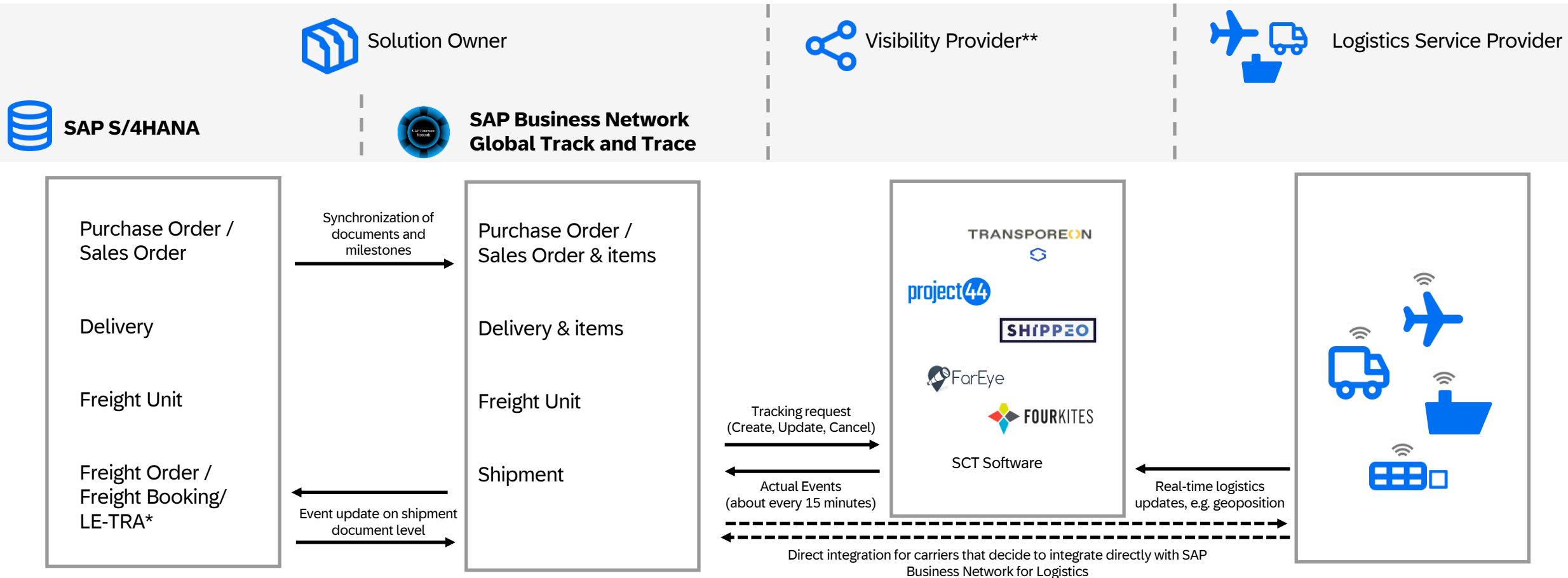
Material Traceability

Capture material genealogy from raw material to finished product to enhance safety, sustainability, and customer loyalty



Holistic Multi-Modal View Into Order Fulfillment and Goods In-Transit

Track processes end-to-end



* Freight Order / Freight Booking refer to shipments created in SAP S/4HANA Transportation Management under transaction code NWBC. LE-TRA refers to shipments created under the sales and distribution component in transactions VT01, VT02 or VT03. Note, in the LE-TRA integration scenario, logistics objects are also synchronized with GTT, but the events are only updated in GTT. However, the inbound delivery date can be updated from GTT to LE-TRA inbound delivery.

Sample code is provided based on SAP S/4HANA on premise 1909 Support Package 03 and onwards. System integration partners need to adjust the code accordingly if customer has lower version of ERP ([prerequisites](#) and [integration](#)).

How to Connect with Me

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QUESTIONS ?

ANSWERS !

Thank you.

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