

MASTERINGSAP Connect

5 – 6 JUNE 2025

ROYAL PINES RESORT | GOLD COAST

Deep Dive: Thinking Outside the ERP - The Key to Unlocking Supply Chain and Asset Management Alignment

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Is Your MRO
Ready for
AI?

Fixing the Disconnect: AI-Powered Planning for MRO

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Regina Kafizova

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Agenda 90 mins

1 Why is MRO Planning required?

2 What is IBP for MRO?

3 Why IBP for MRO?

4 Customers: Success Stories & Implementation requirements

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"Better Safe Than Sorry" Stocking

- ☐ Fear, Not Data, Drives Inventory
- ☐ Overcompensating for fear of downtime
- ☐ \$\$\$ Capital tied up in slow-moving parts

False Confidence in Asset-Based Criticality

- ☐ All parts treated as Tier 1
- ☐ No part-level failure analysis
- ☐ Example: Low-risk bolts stocked like mission-critical components.

Panic Starts the Process

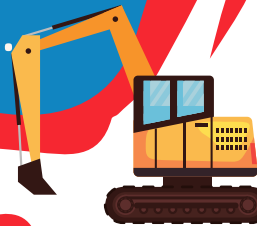
- ☐ No Time for Lead Time
- ☐ Reactive Firefighting Culture
- ☐ No forward planning; everything is urgent and reactive

What's Broken in MRO Today?

Costing Us Every Day...

Invisible Obsolescence Risk

- ☐ No alert for tech phase-out
- ☐ Disconnected Systems Create Data Silos
- ☐ Parts stocked after they're retired





Supply Chain
Director



MRO Planner



Maintenance
Planner



Financial
Planner

SAP has conducted requirements and design collaboration workshops with over

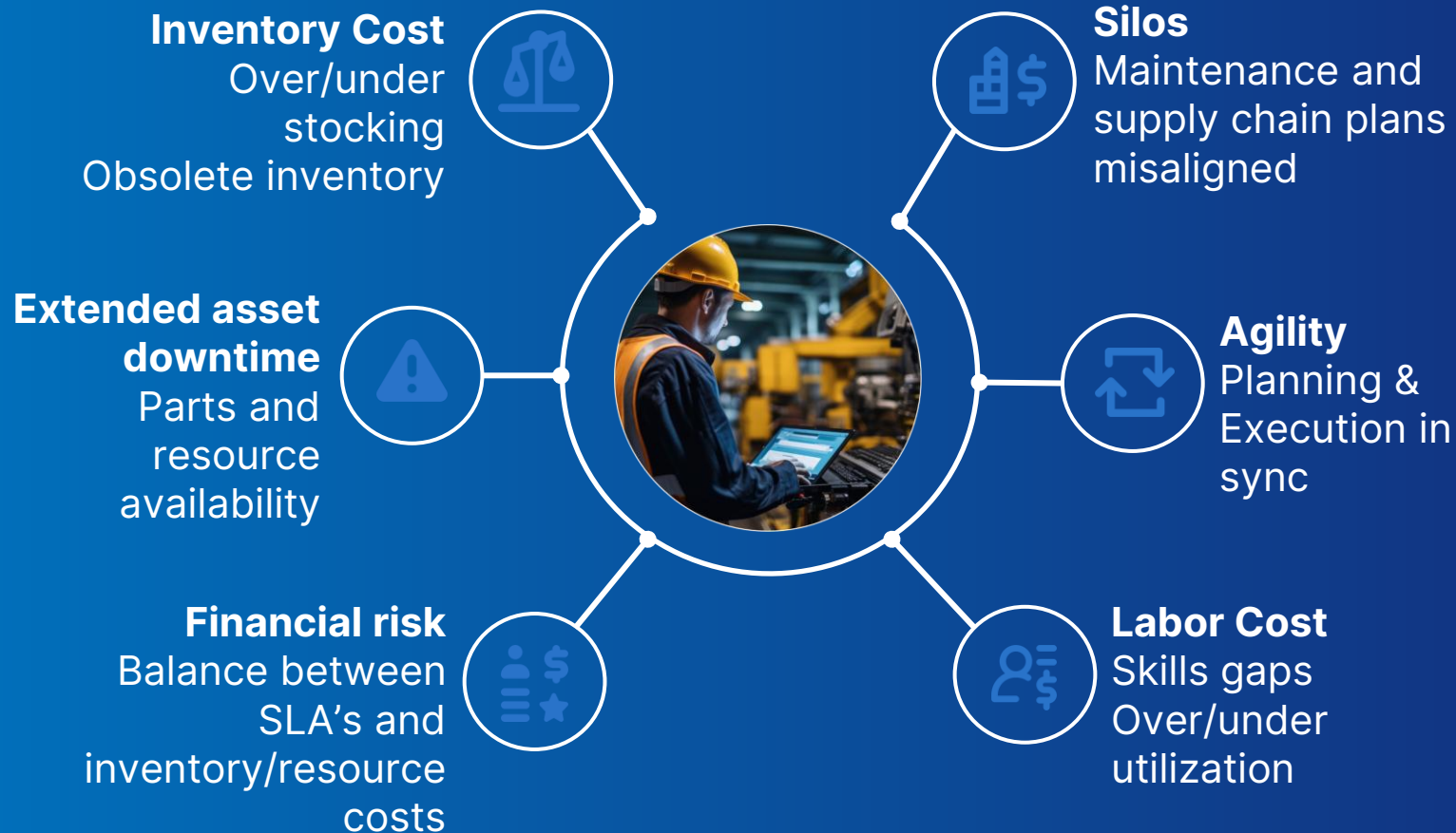
100 customers

50%

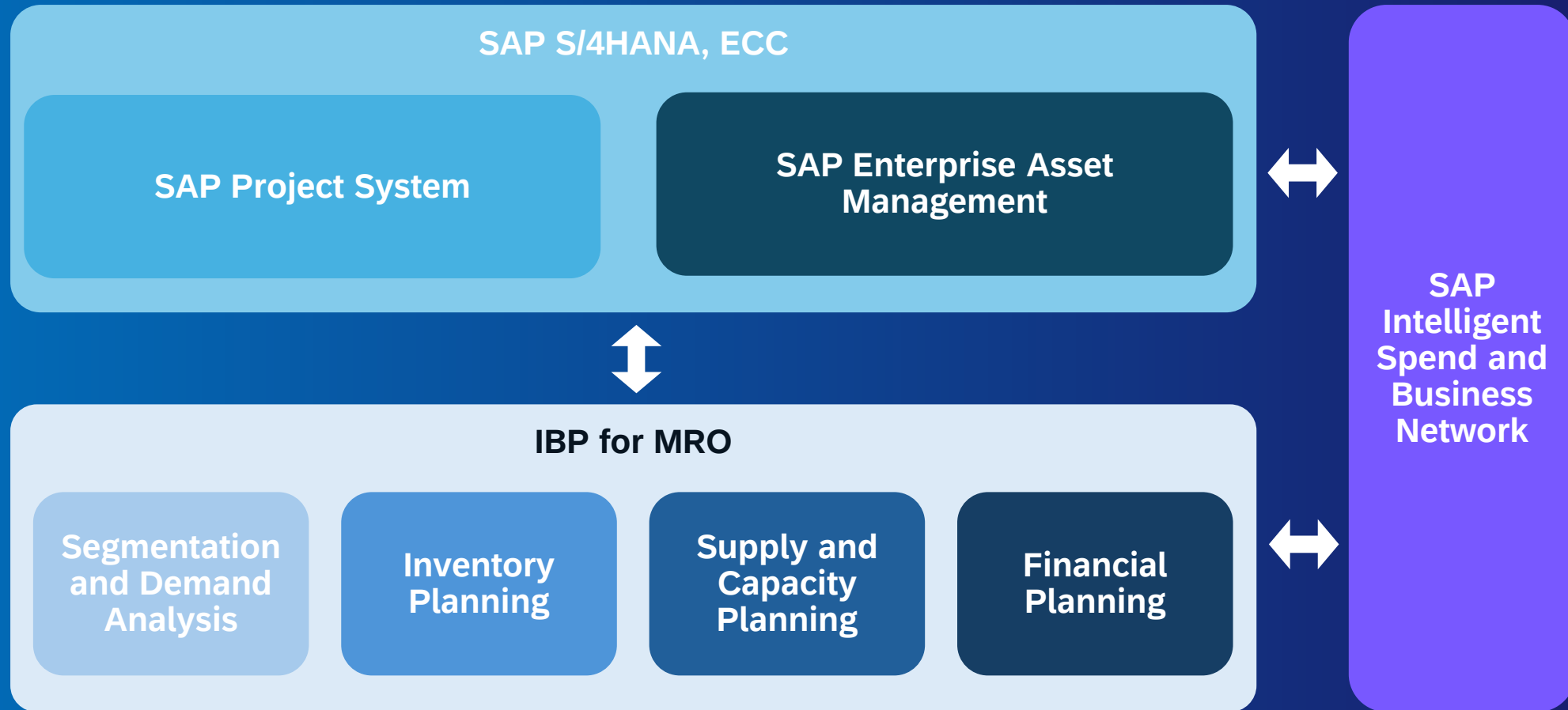
Unscheduled Asset Downtime
attributed to the lack of spare
parts, stock outs

Aberdeen Group

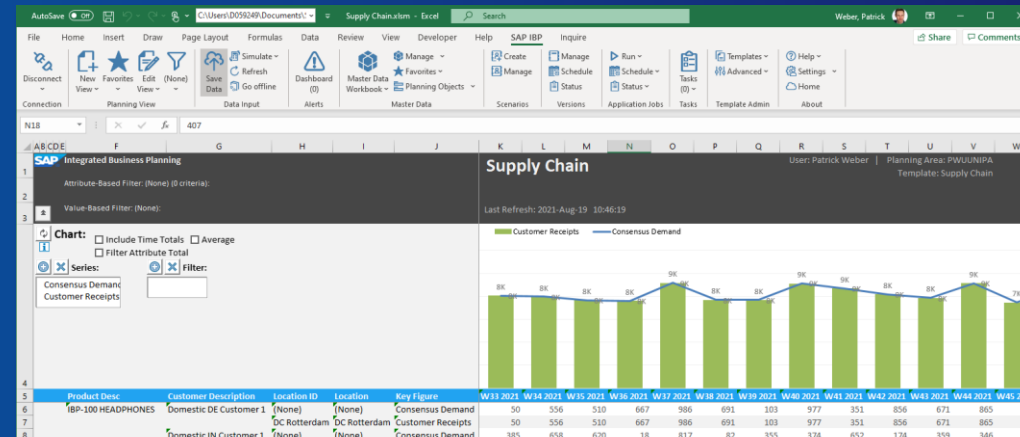
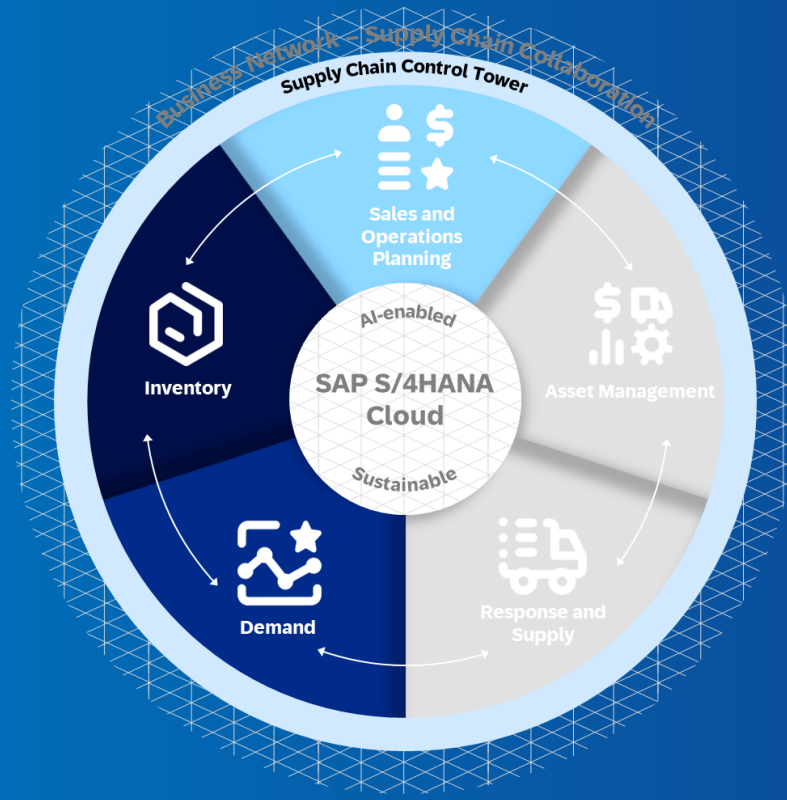
Key Challenges for MRO



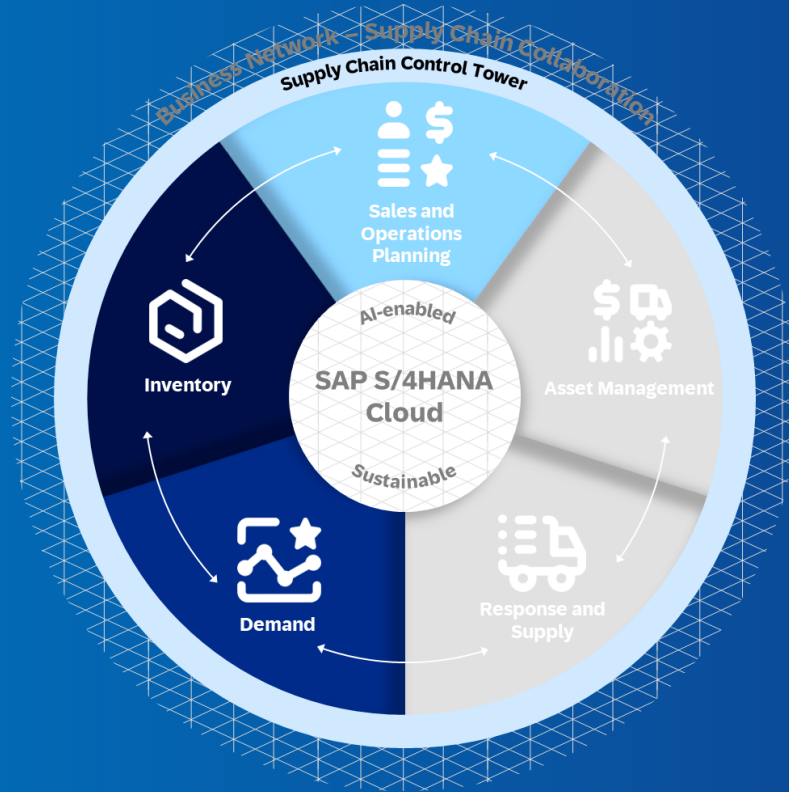
IBP for MRO Integration Scenarios



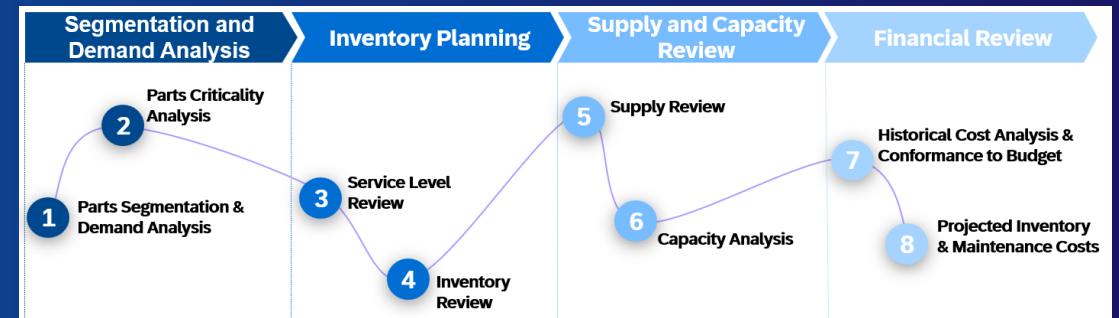
SAP Integrated Business Planning (IBP) Cloud solution with quarterly updates



SAP Integrated Business Planning for MRO



Integrated end-to-end MRO (Maintenance, Repair & Operations) planning solution



M&OP – Maintenance & Operation Planning allows to get the MRO parts & workforce in the right place at the right time **to optimize inventory levels & increase assets availability and reliability**

Integrated Business Planning for MRO

(Maintenance, Repair, and Operations)

Target market: Asset-centric Segment: Oil & Gas, Mining, Utilities, Railway,...



Provides a plan on how to get right **MRO parts & workforce**

- ✓ in the right place
- ✓ at the right time

The screenshot shows the 'Safety Stock Review | Baseline' interface in SAP S/4HANA. It displays a table with columns for Part ID, Plant, Location, and various safety stock parameters. The table lists 14 items, including various types of valves and actuators, with their respective safety stock levels and units.

Item ID	Plant	Location	Material	Unit	Safety Stock	Current Stock	Reorder Point	Min. Stock	Max. Stock
1	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
2	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
3	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
4	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
5	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
6	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
7	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
8	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
9	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
10	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
11	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
12	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
13	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
14	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000



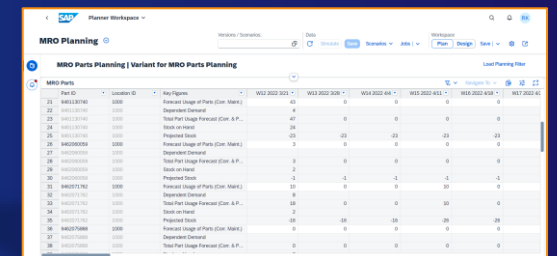
The screenshot shows the 'MRO Parts Planning | Variant for MRO Parts Planning' interface in SAP S/4HANA. It displays a table with columns for Part ID, Plant, Location, and various planning parameters. The table lists 14 items, including various types of valves and actuators, with their respective planning parameters.

Item ID	Plant	Location	Material	Unit	Forecast	Current Stock	Reorder Point	Min. Stock	Max. Stock
1	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
2	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
3	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
4	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
5	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
6	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
7	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
8	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
9	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
10	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
11	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
12	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
13	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000
14	0000000000	0000000000	0000000000	0000	0000	0000	0000	0000	0000

Target market: Asset-centric Segment: Oil & Gas, Mining, Utilities, Railway,...



- and



Integrated Business Planning for MRO (Maintenance, Repair, and Operations)

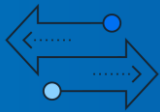
Target market: Asset-centric Segment: Oil & Gas, Mining, Utilities, Railway,...



Provides a plan on how to get right **MRO parts & workforce**

- ✓ in the right place
- ✓ at the right time

and



Seamless integration with ERP & S/4HANA Plant Maintenance and SAP Project System



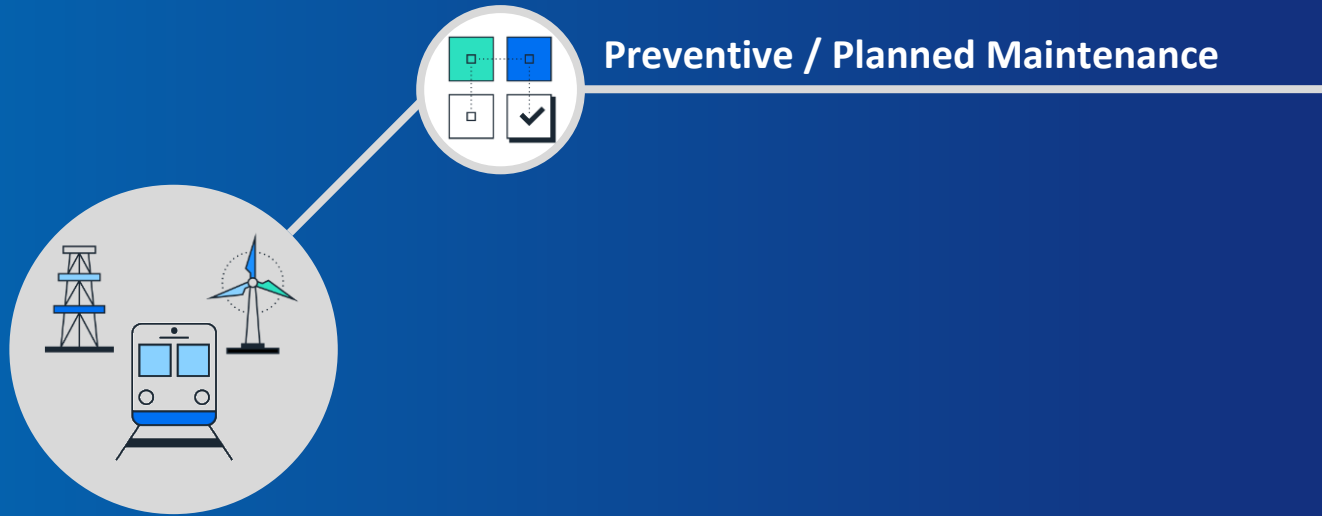
Increased assets availability and reliability

The screenshot shows the 'Safety Stock Review | Baseline' interface in SAP S/4HANA. It displays a table with columns for Plant ID, Part Description, ERP Item, Location, ERP ID, MRP Type, Inventory Review Group, Key Figure, and various safety stock values. The table lists 14 items, including various types of bearings and rollers, with their respective safety stock levels and review dates.

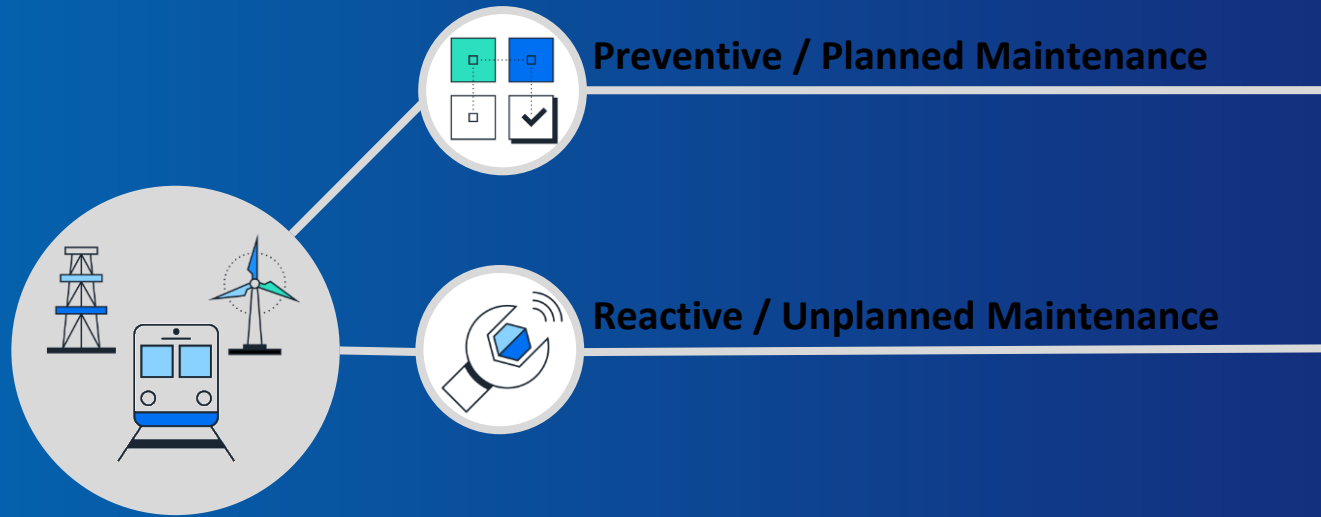


The screenshot shows the 'MRO Planning | Variant for MRO Parts Planning' interface in SAP S/4HANA. It displays a table with columns for Part ID, Location ID, Key Figure, and various planning data points across different time periods (e.g., W02 2022 304, W03 2022 305, etc.). The table lists 38 items, including various types of bearings and rollers, with their respective planning data.

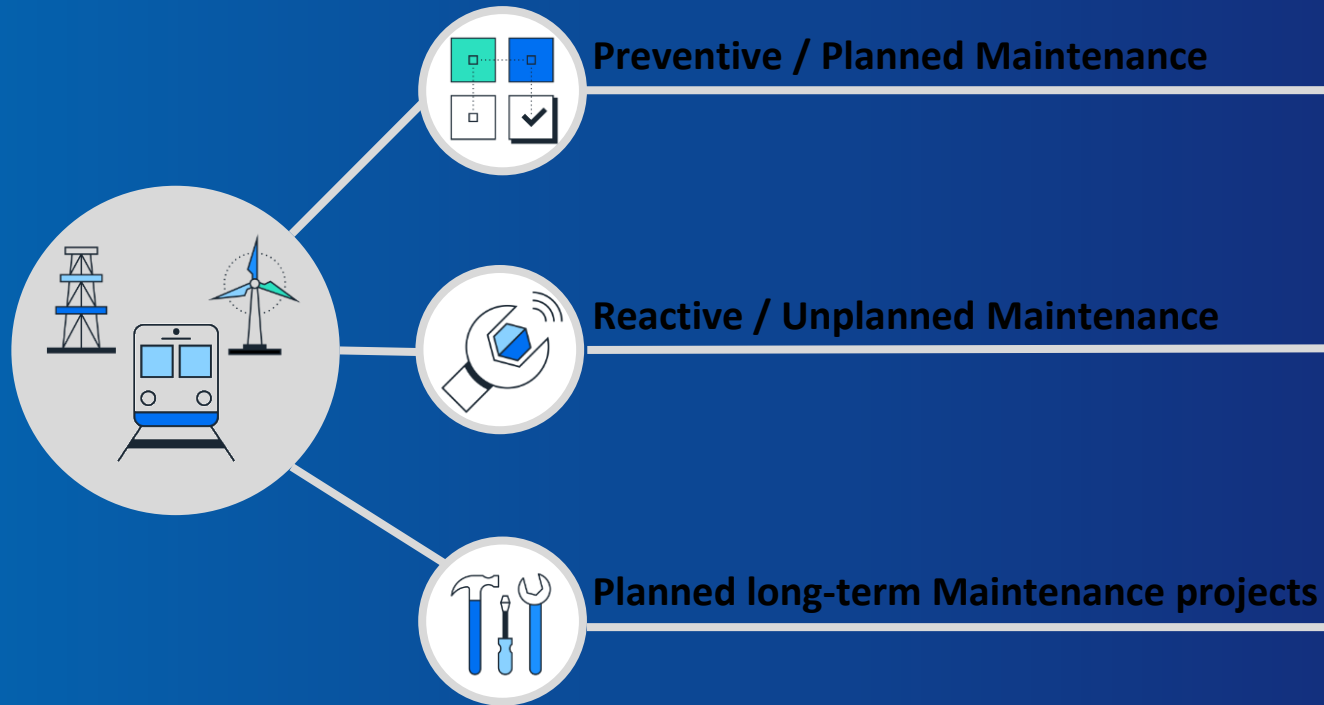
IBP for MRO: 3 key types of Asset Maintenance



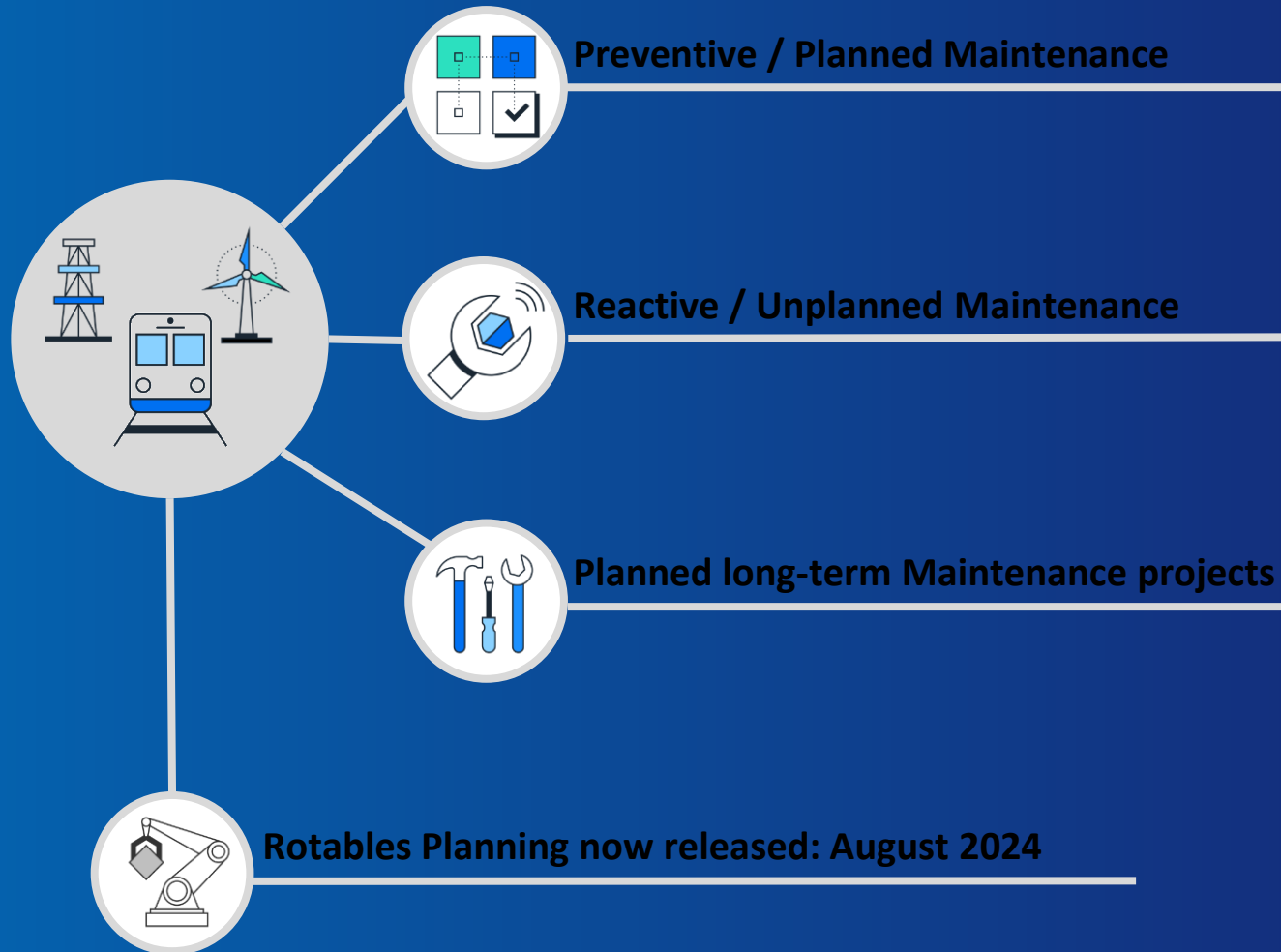
IBP for MRO: 3 key types of Asset Maintenance



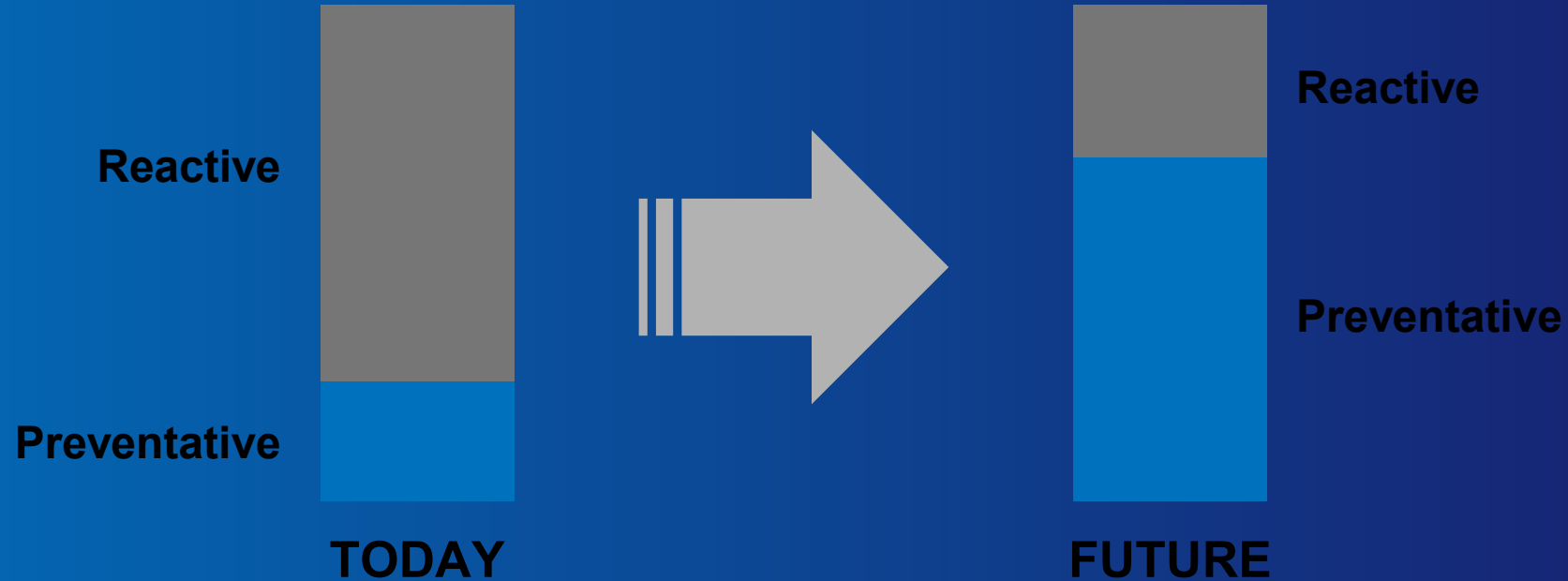
IBP for MRO: 3 key types of Asset Maintenance



IBP for MRO: 3 key types of Asset Maintenance



Evolve from reactive maintenance to planned maintenance



-  **Preventative** – Planned maintenance
-  **Reactive** – Unplanned maintenance

MRO Parts & Resources Planning with SAP IBP

SAP S/4HANA / ERP

On-premise, Private Cloud

SAP Plant Maintenance

- Maintenance Plan Schedule
- Task List
- Work centers
- Materials data
- Equipment, Functional Location

SAP Project System

- WBS Elements
- Network Activities
- Materials Requirements
- Work centers
- Equipment, Functional Location

- Corrective Maintenance:
 - Parts historical consumption
 - Resource historical usage
- Preventive Maintenance plans
- Maintenance order data

- Planned Project activities

- Safety Stock, Re-order point
- Planned Independent Requirements

SAP IBP

Mid- to Long-term horizon

Demand Planning

Work centers & Parts forecast

Inventory Planning

Inventory levels determination

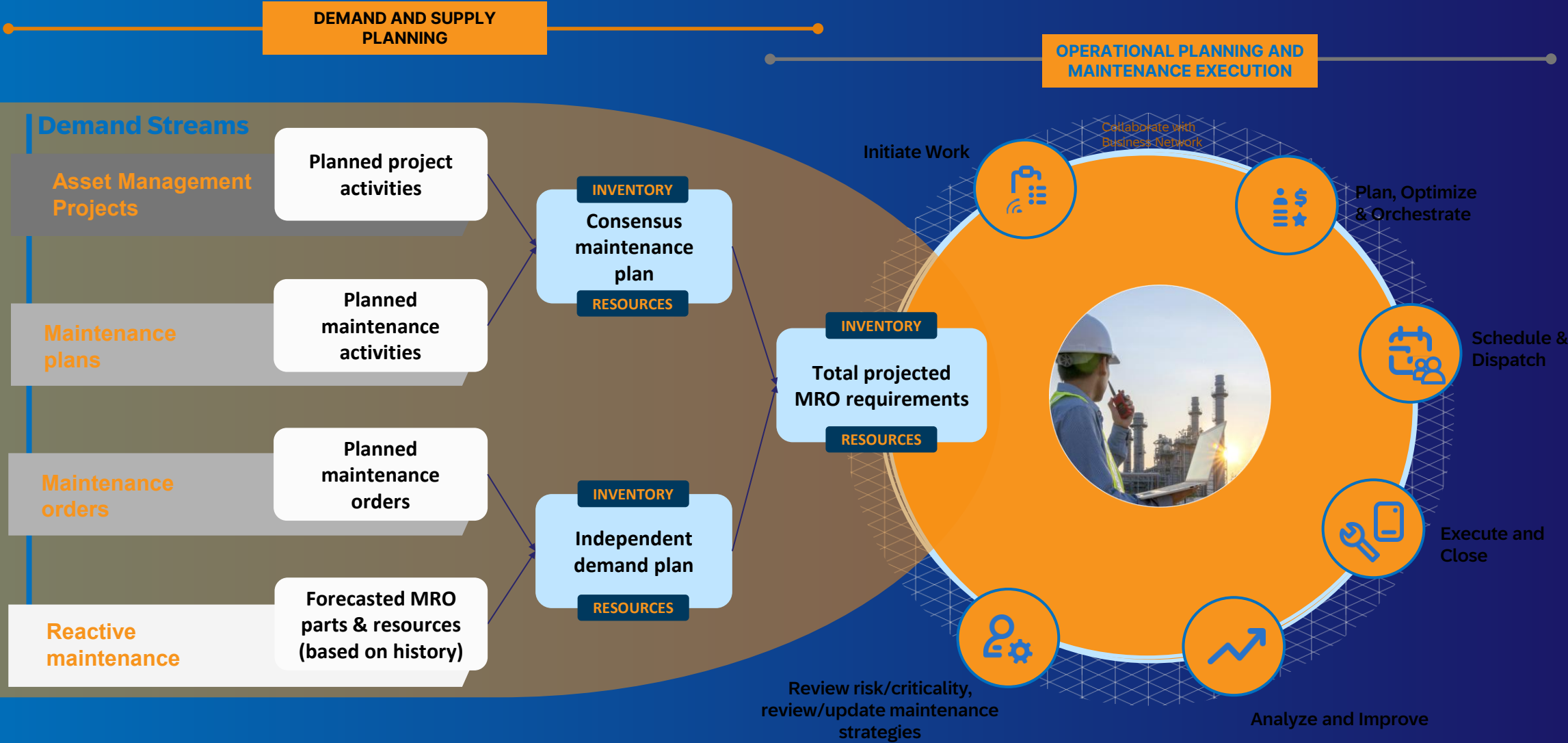
Asset as a Customer

Supply Planning

Exceptions management with alerts for parts and resources



Connect Supply Chain Planning with Maintenance Planning and Execution in a closed-loop integrated platform

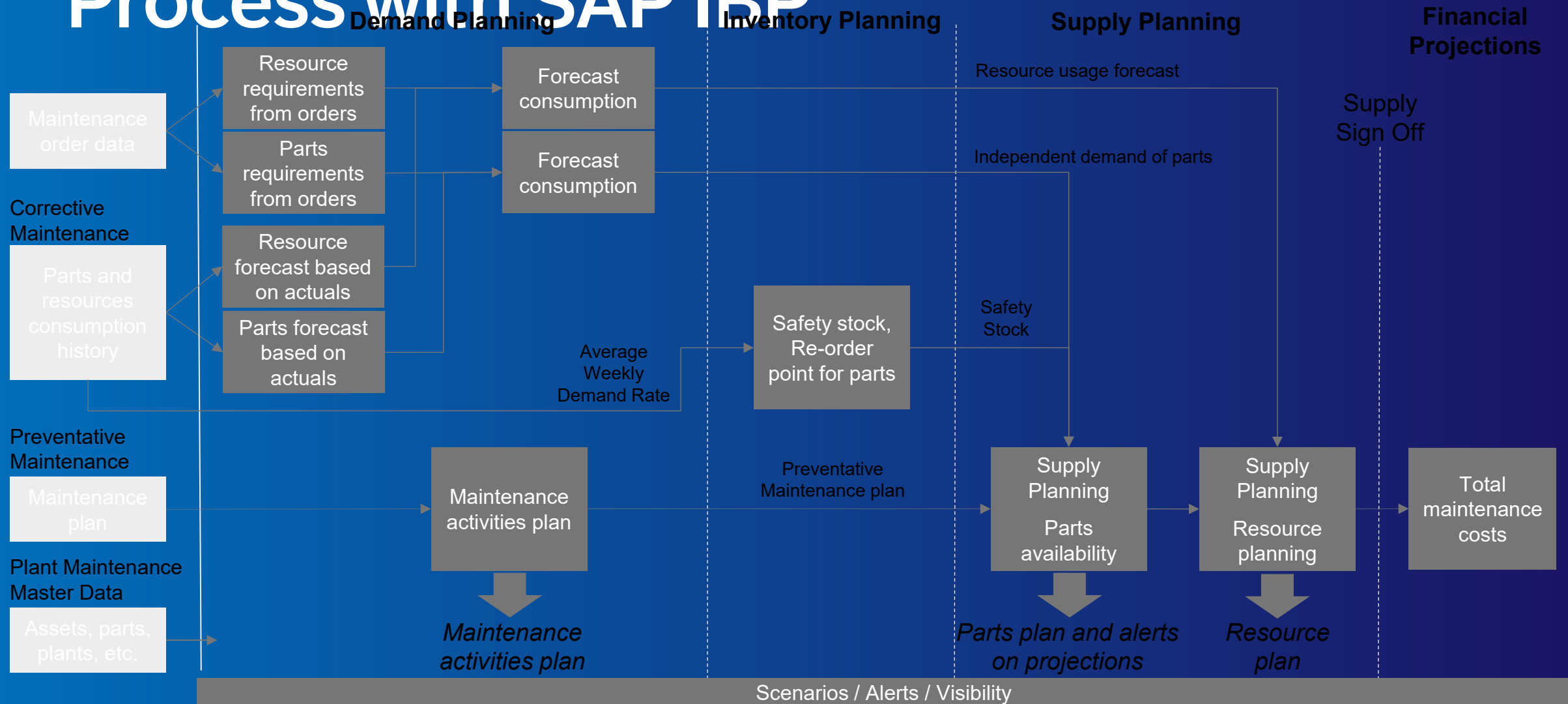


MRO Parts & Resources Planning

S/4HANA / ERP

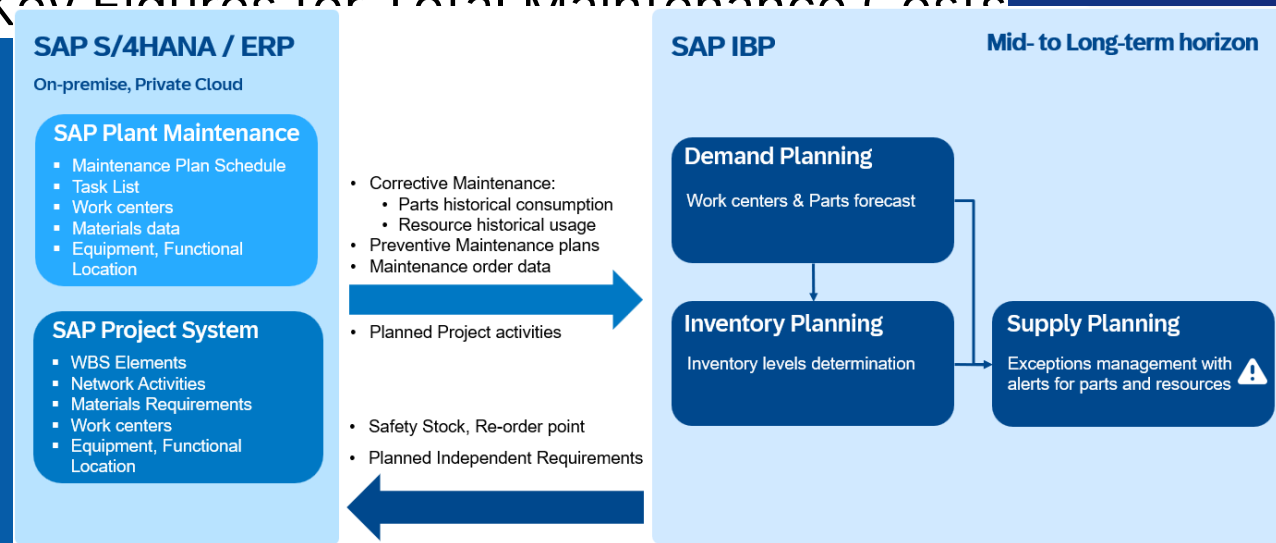
IBP for MRO

Process with SAP IBP



SAP IBP for Maintenance, Repair, and Operations

- Integration Content for SAP Plant Maintenance
- Integration Content for SAP Project system
- Standard IBP content:
 - Asset data structure in IBP model (Equipment, Functional Locations)
 - Data model that supports MRO Demand, Inventory and Supply Planning Processes
 - Financial Key Figures for Total Maintenance Costs



Minimize maintenance costs MRO Supply Chain Integrated end-to-end MRO planning solution



Increase
Asset Uptime



Optimize Material and
Resource Spendings

How does SAP IBP for MRO help?



Seamless maintenance plan data integration with SAP ERP & S/4HANA Plant Maintenance & SAP Project Systems



Improved visibility for mid- to long-term maintenance activities



Appropriate algorithms for asset-intensive industries



Supply chain network planning across multiple external and internal sources of supply



Right parts and workforce in the right place at the right time



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