

# SAP Solution Road Map and Innovations for the Metals Industry

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October 9th, 2014

Public



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# Metals – Industry Characteristics & Trends

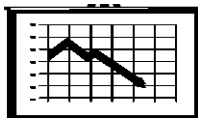
Increasing customer demands, decreasing margins and global operations are driving the need for innovation

## Demanding Customers



- In-time delivery is key
- Frequent order changes on short notice
- Dealing with commodity products

## Narrow Margins



- Rising energy costs
- Volatile prices energy (coal, gas, etc.)
- Very asset intensive industry
- Overcapacities

## Intensified Innovation



- 'Green' Products required
- High quality standards
- Constant research for innovative products is necessary

## Global Operations



- Many mergers and acquisitions
- Increasing global activities
- Lack of visibility into supply chain
- Disparate IT landscape

## Increased Risk & Regulation



- Financial regulations increase
- Global trade increases
- Environmental regulations increase

## Information Technology



- Sales of smart phones higher than PCs and mobile turns into primary method of internet access
- Data volume for enterprise applications is doubling every 18 months



# SAP portfolio: next-generation technology for business



## Mobile

Unwire your business to deliver secure, real-time, business-critical information – anytime, anywhere, to anyone, on any mobile device.



## Cloud

Capture the power of the cloud – while fully integrating with on-premise investments. Empower your employees, engage customers, and collaborate with partners across business networks.



## Applications

Run your business smarter, faster, and simpler, with an integrated suite of applications powered by SAP HANA – delivering long-term predictability and nondisruptive innovation.



## Analytics

Explore and exploit data, find answers in real time, and make confident decisions. Harness visually compelling, easy-to-use tools on the devices of your choice.



## Database & Technology

Simplify your IT infrastructure dramatically and drive high-value innovation by exploiting across structured and unstructured data sources.



A real-time business platform, powered by **SAP HANA**



# 2014 Value Map for Mill Products

## Differentiate in Commodity Markets

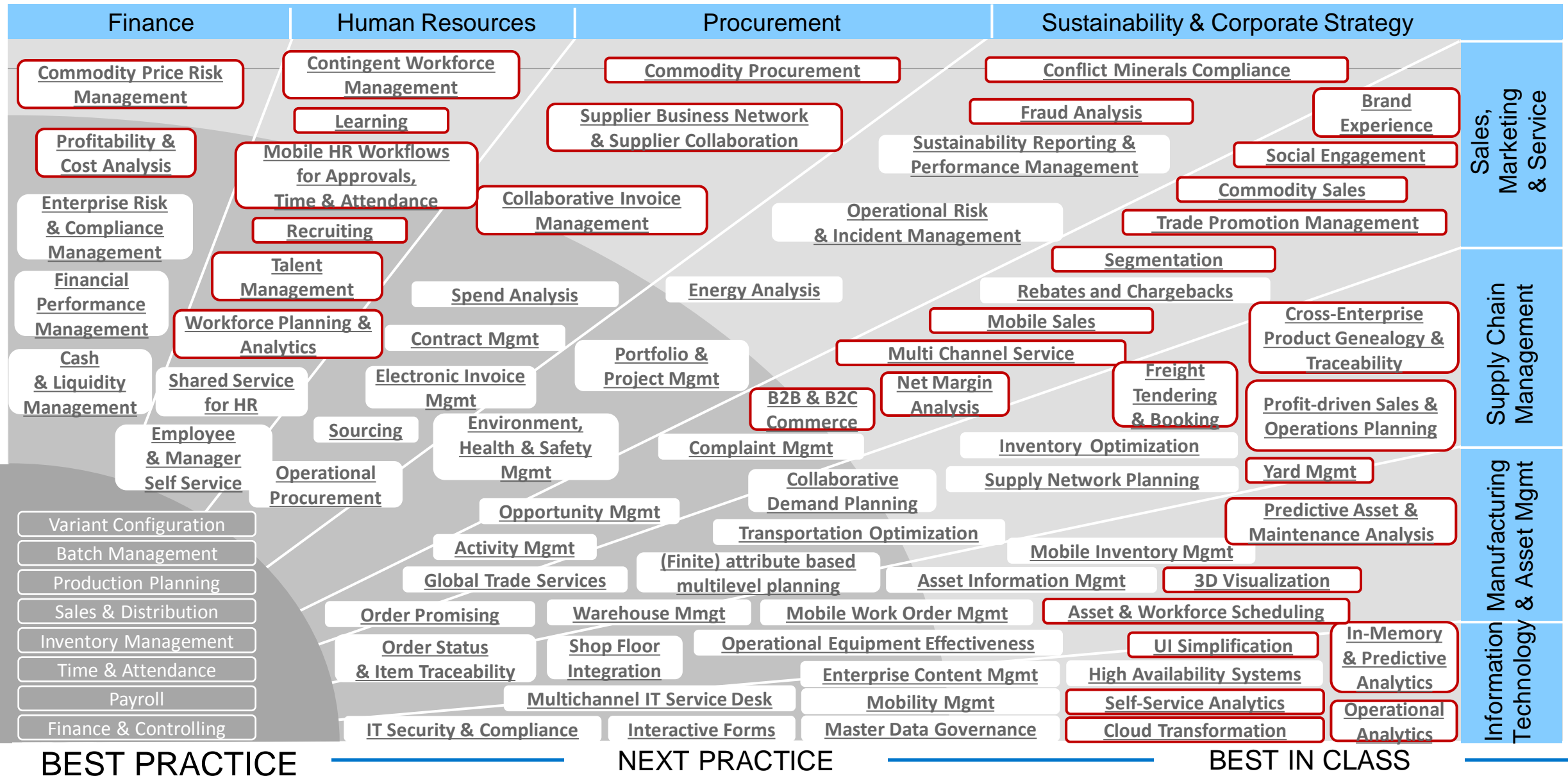
## SAP Solution Explorer





# Best Run Mill Products Company Roadmap

Highlighted in red:  
Recent Innovations





# 2014 Value Map for Mill Products

## Differentiate in Commodity Markets

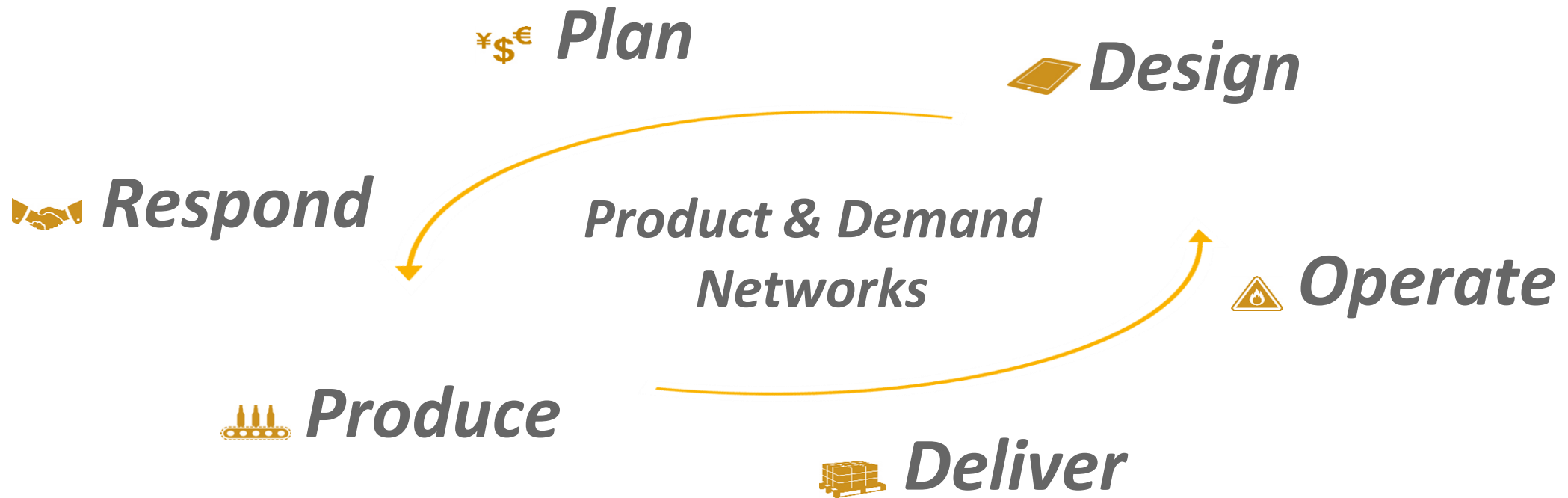
## SAP Solution Explorer



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Finance	Financial Planning and Analysis	Accounting and Financial Close	Treasury and Financial Risk Management	Collaborative Finance Operations	Enterprise Risk and Compliance Management
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Information Technology	Application Lifecycle Management	IT Infrastructure Management	IT Portfolio and Project Management	IT Service Management	IT Strategy and Governance
Technology and Platform	Big Data	Real-Time Enterprise	Real-Time Analytics	Enterprise Mobility	Enterprise Information Management
	Application Integration	Cloud Solutions			



# Supply chains are evolving from supply chain silos to product & demand networks





# SAP Supply Chain Solution Vision

Enable Businesses to Transform their Supply Chains to Demand Networks



## Supply Chain Monitoring

Ensure integrity and predict issues of the DEMAND NETWORK



## Integrated Business Planning

Balance DEMAND plans with NETWORK constraints for profitability



## Demand Driven Supply Networks

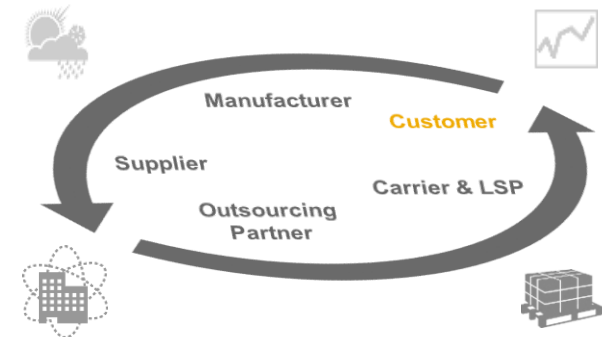
Sense & shape DEMAND and orchestrate the fulfillment NETWORK



## Logistics & Order Fulfillment

The DEMAND NETWORK requires speed & efficiency in Logistics

## [THE DEMAND NETWORK]



Powered by **SAP HANA**



# Why a new solution for supply chain planning is needed?

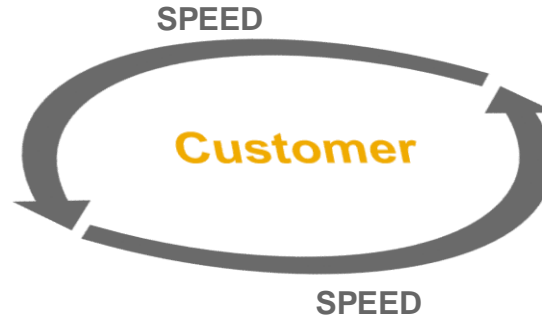
Complex and granular data models encumbers 'what if' analyses



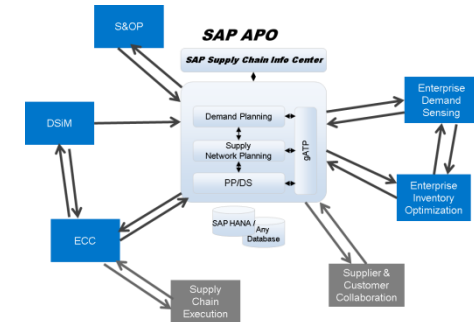
Disconnect between planning and execution system



Customer centricity and the need for speed



Supply chain planning systems in the market tend to be fragmented requiring many interfaces



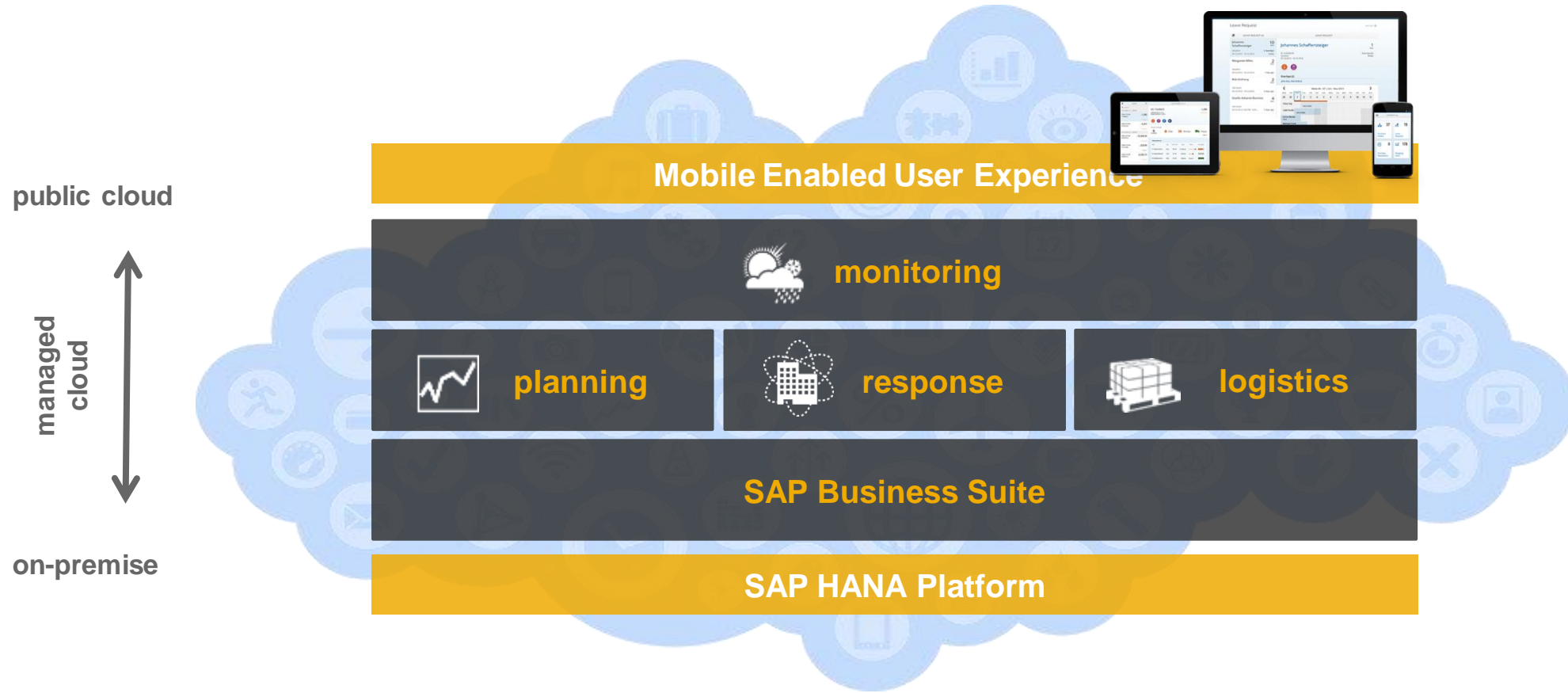
Duplicate data transfers between planning and analytics systems encumbers performance





# SAP Supply Chain Architecture Sketch

Simplified and Harmonized Solution Architecture for Demand Networks





# SAP Integrated Business Planning

Cornerstone of the SAP SCM Portfolio

Mobile Enabled User Experience



monitoring



planning



network



logistics

SAP Business Suite

SAP HANA Platform

**Supply Chain Monitoring**

Supply Chain Control Tower

**Integrated Business Planning (IBP)**

User Experience

IBP for sales & operations

IBP for demand

IBP for supply

IBP for inventory

IBP for response

SAP HANA Platform



**SAP Business Network**

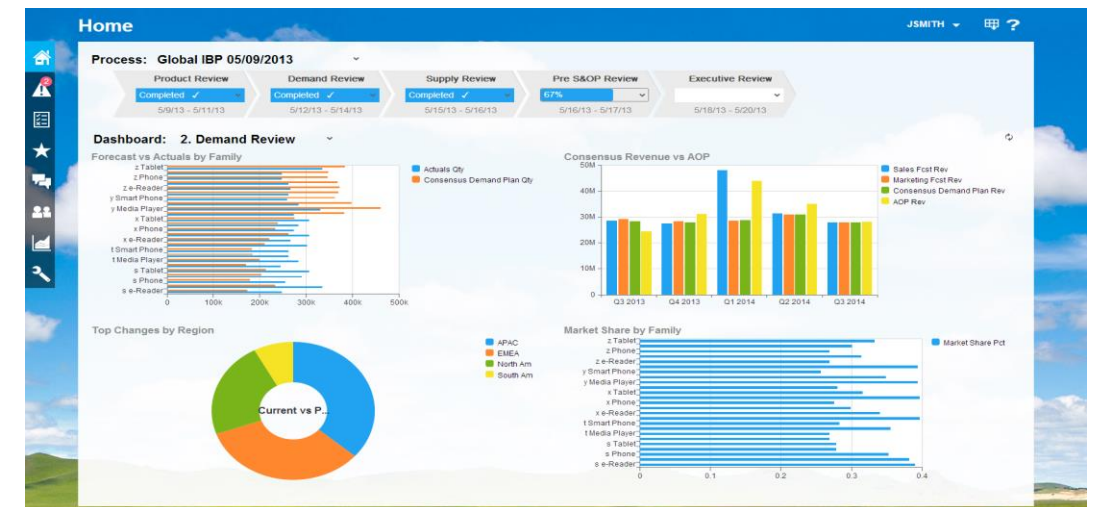
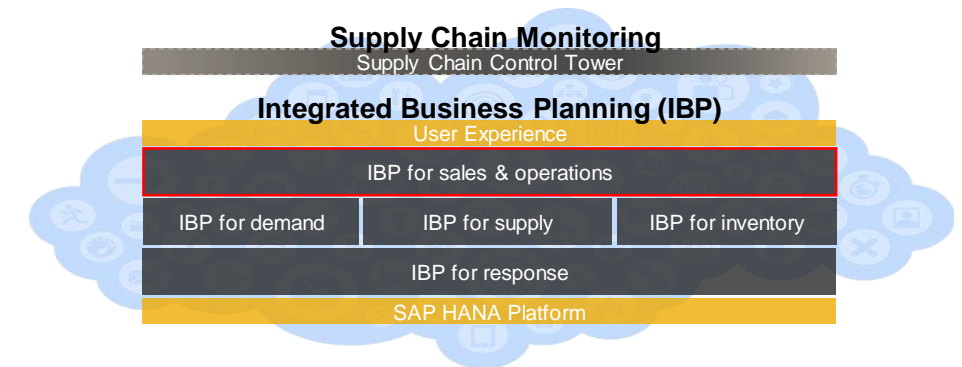


# SAP Integrated Business Planning for sales and operations\*

Deliver a cross departmental sales & operations plan balancing the impact on inventory, service levels and profitability

- Create the optimal business plan to drive revenue growth and increase market share
- Effectively balance demand and supply and attain financial targets
- Increase speed and agility of planning and drive most profitable responses
- Improve forecast accuracy and on-time delivery

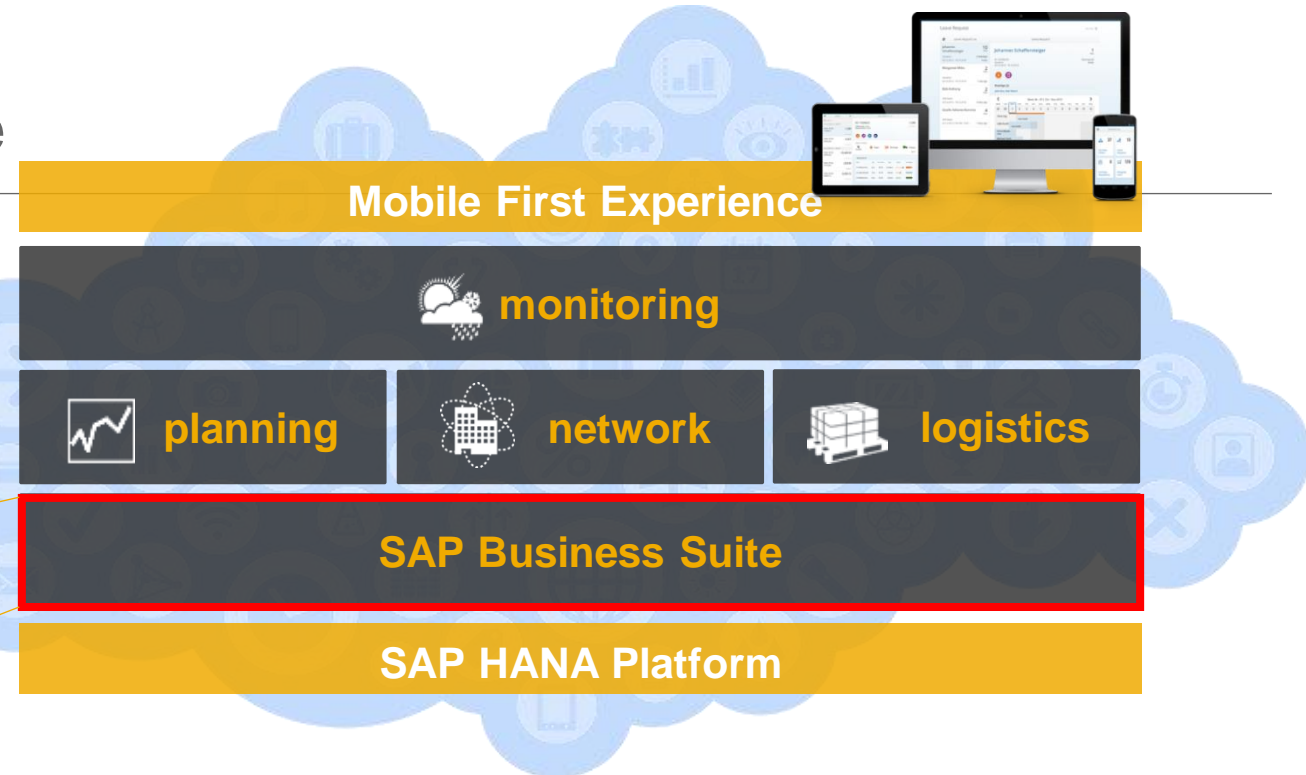
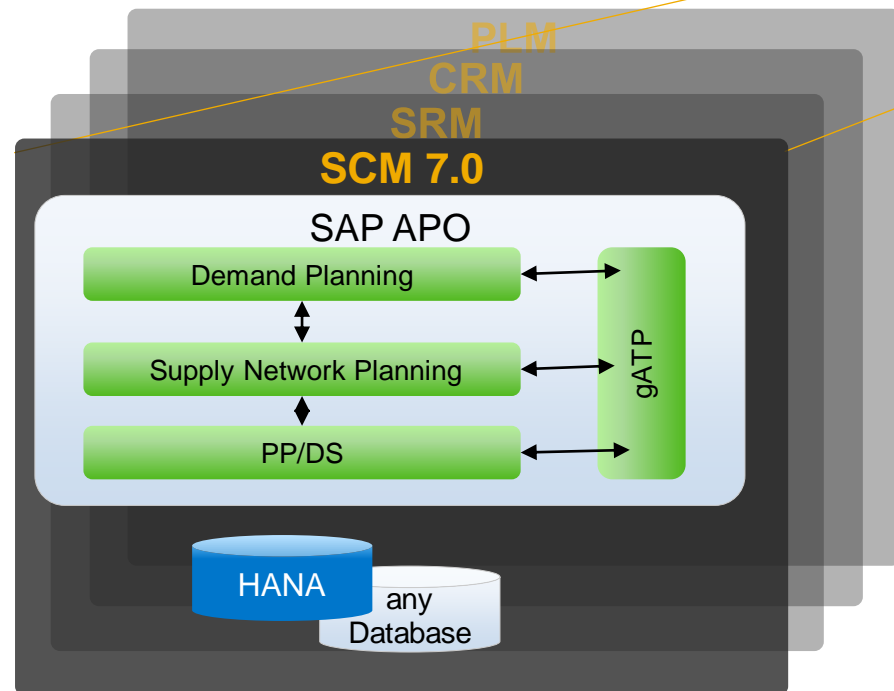
\* Also available as on premise release. Cloud-based S&OP is recommended by SAP. See SAP 1938086 for gaps but also general limitations in more detail.





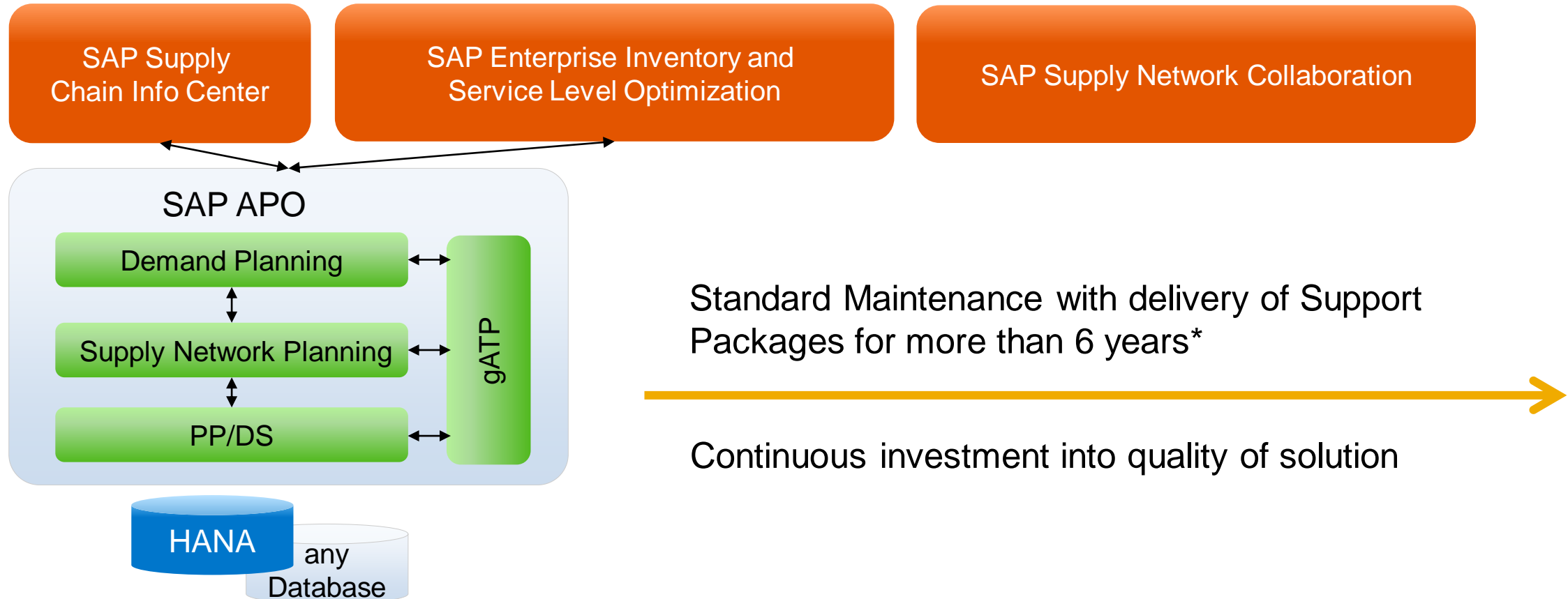
# SAP Supply Chain Architecture

## SAP SCM as part of SAP Business Suite





# SAP APO and EIS and SNC remain a key part of the standard SAP Supply Chain offering

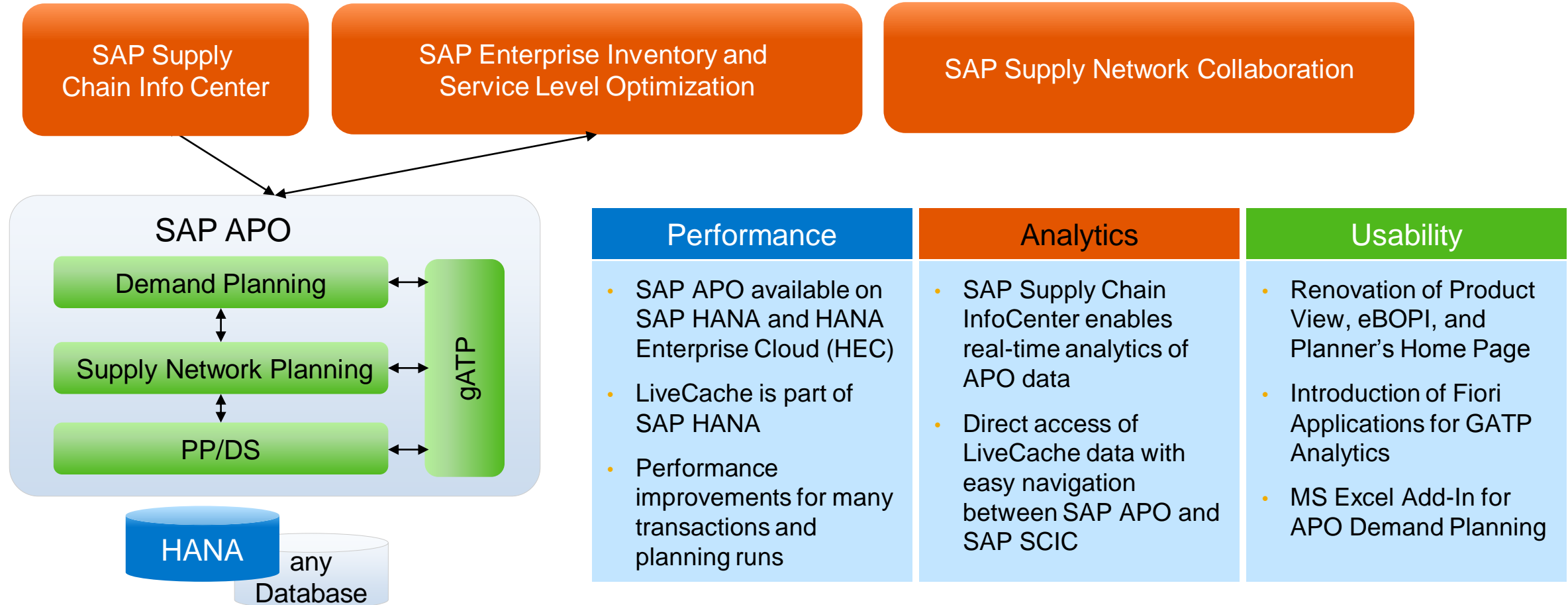


\*SAP APO is part of the SAP Business Suite and inherits the planned maintenance timeframes. Currently confirmed timeline for end of maintenance is 2020. Discussions about extension of standard maintenance timeline is on-going

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# SAP APO Has Been Significantly Enhanced Recently



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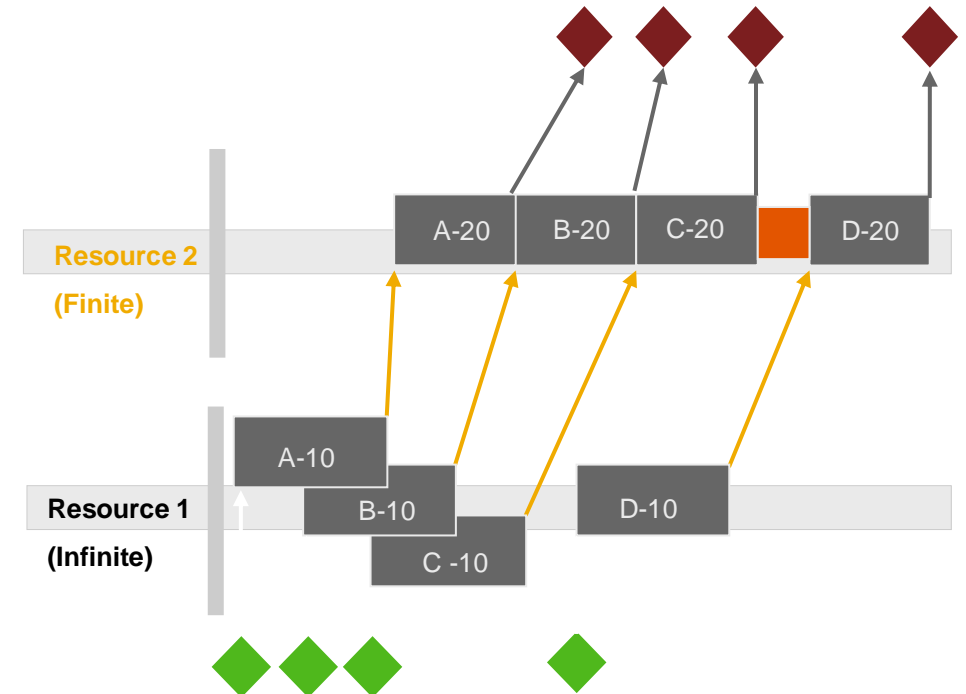


# Manufacturing Planning & Scheduling with APO-PPDS

AVAILABLE

## Generate a short- to midterm supply plan / machine schedule based on orders, WIP, detailed Material flow definitions

- Support for finite backward- and forward-scheduling models with constraint-modeling capabilities
- Creates a production schedule considering all capacity constraints (at multiple levels) and materials availability
- Optimization based on actual constraints to ensure reliable delivery-due-date promises and to maximize capacity utilization
- Highly specific sequencing capability (for example, tank mixing and scheduling, model mix planning & sequencing)
- Seamlessly integrates with ATP for CTP scenarios



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# SAP APO as ERP Add-On

## A new Deployment Option for SAP APO

AVAILABLE\*

### Key Facts

- Installation on ERP EhP6 SP >= 5 or ERP EhP7
- Functional Scope is SAP APO DP, SNP, PP/DS and gATP
- Current Add-on does not support IPPE, MSP, SSP, planning with CDP/VC/Batches,
- Support of CDP/VC/Batches support is planned for Q1'2015 SP\*

### Value Proposition

**SAP APO at reduces TCO (Total Cost of ownership)**

Simplified System Landscape

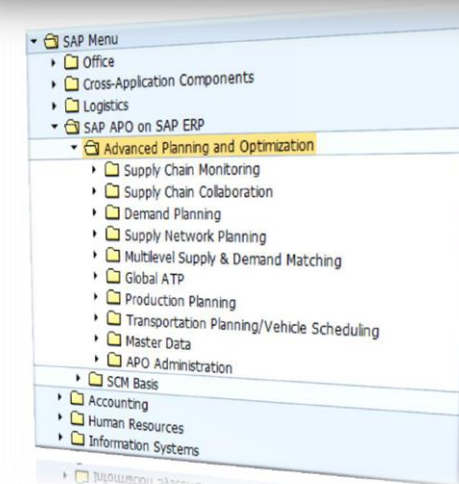
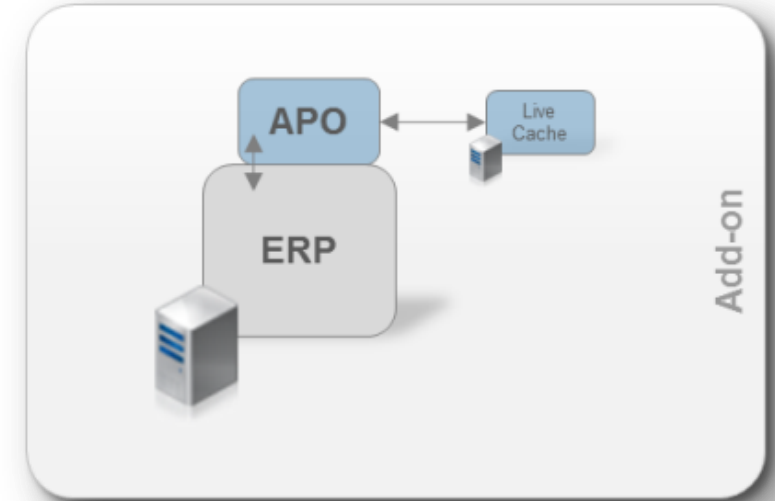
Reduced Operation efforts for DB/OS/Backup/Basis

Install SAP APO as ERP Add-on

Uses proven Middleware Approach (CIF)

\* Current version of add-on does not support IPPE, MSP, SSP, planning with CDP/VC/Batches

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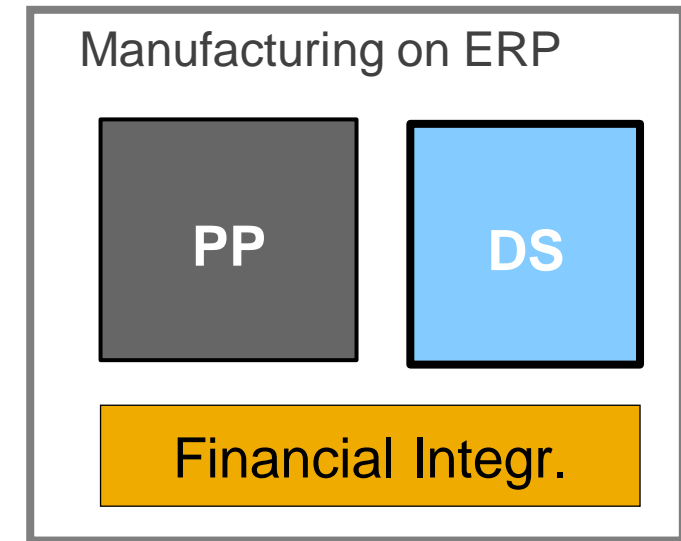
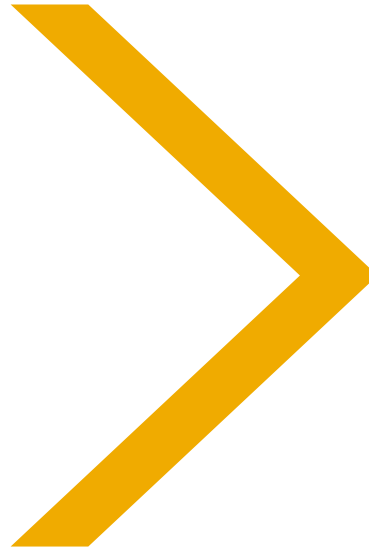
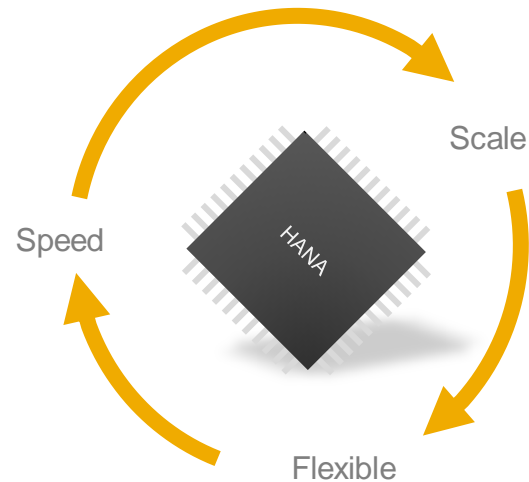




# Future plans on APO-PPDS

## Increase Flexibility and Speed of Production Processes

Planned



### Benefits

- Simplification
- Production planning on ERP reduced latency to execution information
- More flexible manufacturing simulation between shop floor and planning

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# Comprehensive Plan to Produce in ONE System

Planned



SAP FIORI



Production Planner



Production Supervisor



Production Worker



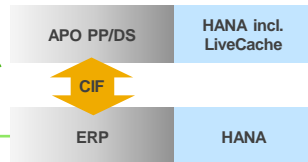
Production Planner



SAP FIORI



Today



## Planned Improvements:

- UI Harmonization
- CIF Simplification
- Master Data Harmonization
- Analytics

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# Benefits

## E2E process in ONE system

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**Complete Integration from Sales order via Constrained Based Planning, Shop Floor Dispatching and Monitoring to Order Confirmation**

**Full APO-PP/DS functionality on ERP with highly reduced system / administration complexity on one ERP instance:**

- Reduced landscape complexity & HW infrastructure
- ONE database with simplified administration (live cache being part of Hana)
- Cost reduction in technical operations: OS/DB/basis stack, backup, monitoring
- PP/DS improvements are planned for a more seamless integration with ERP:

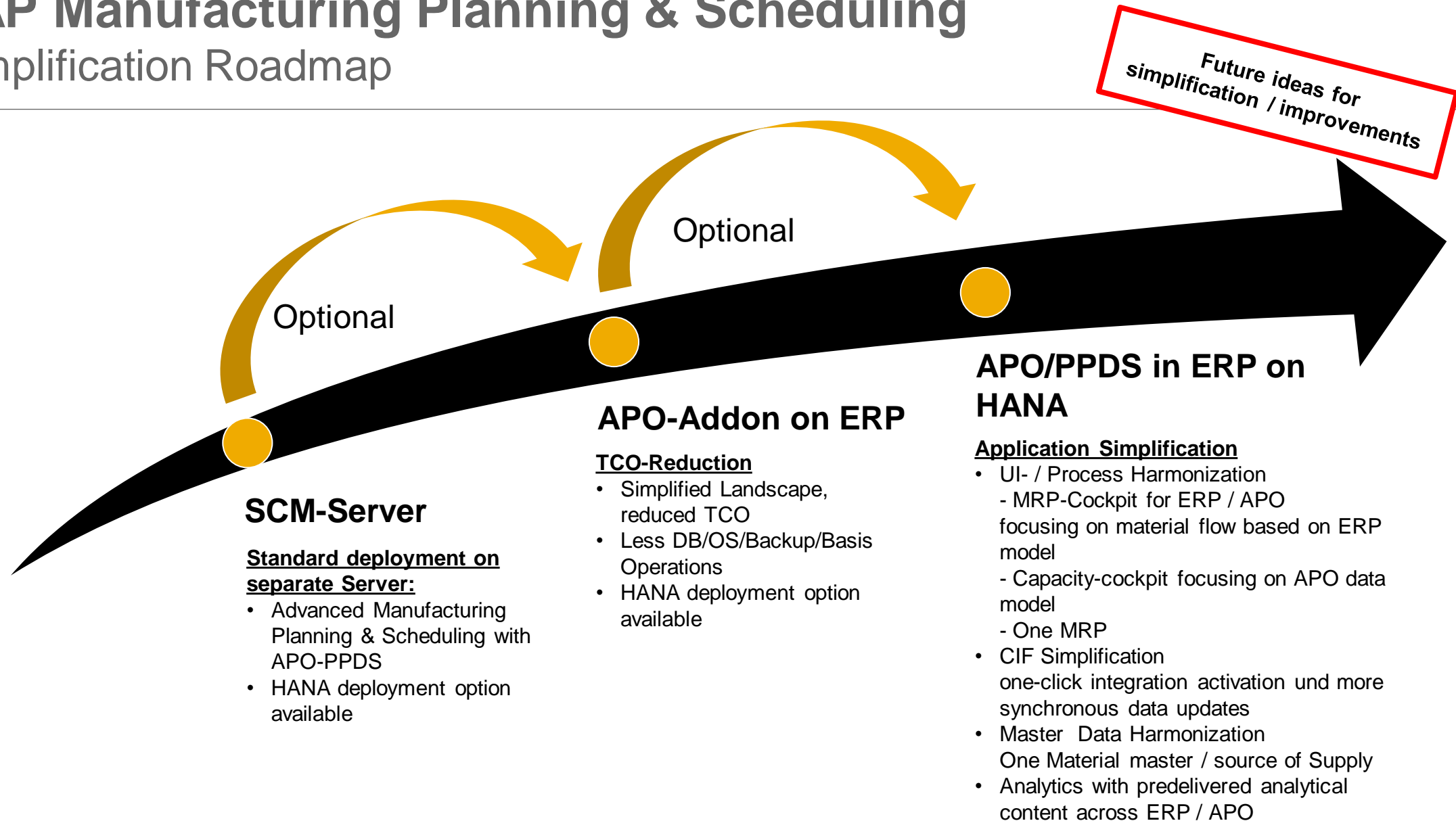
**Less effort for master data setup and maintenance**

- Less monitoring effort enabled by synchronous data updates on ERP and Live-Cache
- Single point of entry for all planning relevant data and navigation to corresponding execution transactions
- Analytical content combining APO and ERP data with harmonized data models accessible in real time

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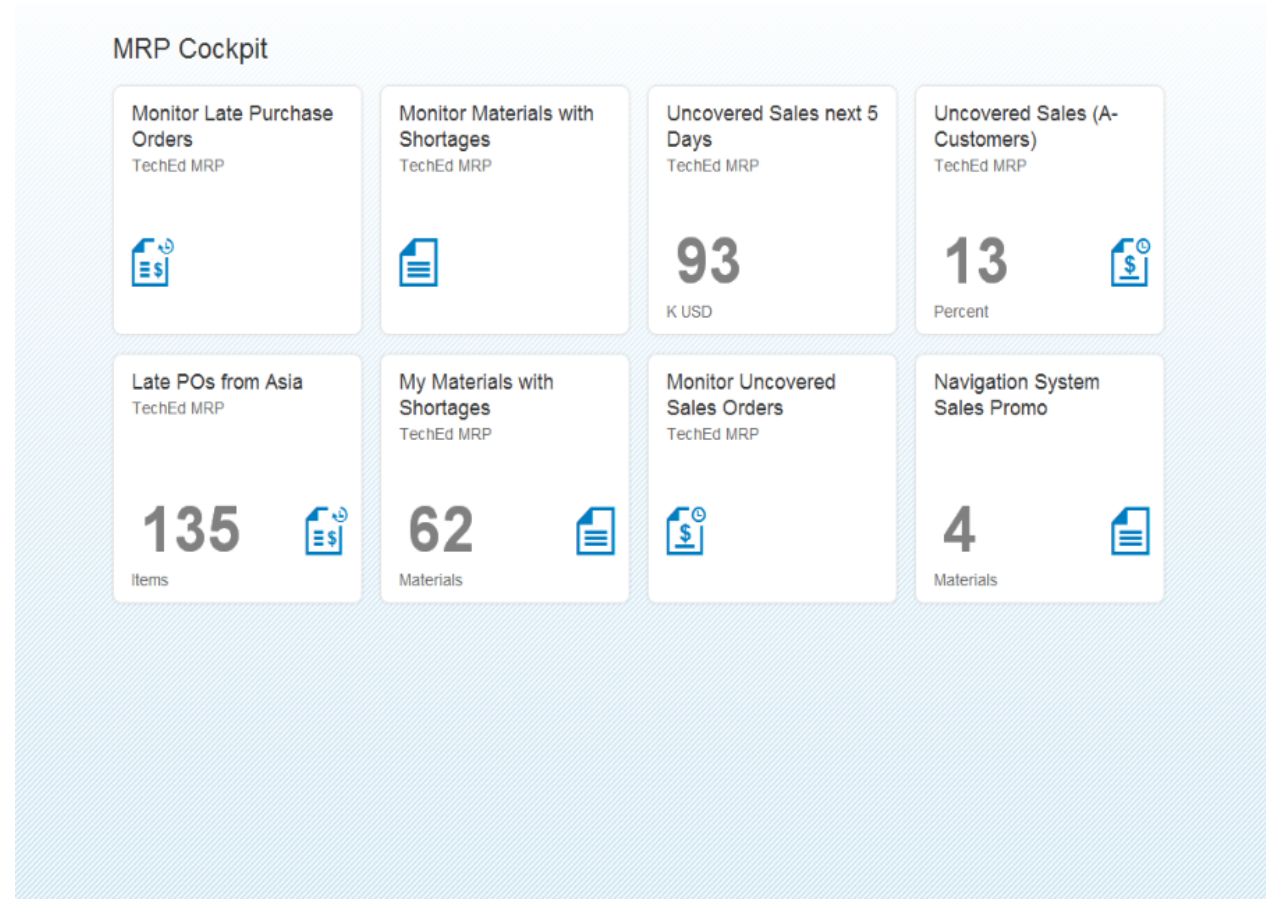
# SAP Manufacturing Planning & Scheduling Simplification Roadmap





# MRP Cockpit – Using SAP Fiori and HANA

## Insight to Action





# SAP Smart Business cockpits available today

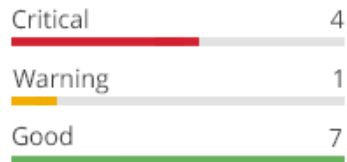
## RESPONSIVE

## PERSONALIZED

## SEAMLESS

## BEAUTIFUL

### My Team's Projects - Today Project Status



SAP Smart Business for  
project execution

### Slow-Moving Item Current Costs

**13.93** B  
EUR

SAP Smart Business for  
inventory management

### Sales Order Fulfillment Issue Profit Hold - Max Amount

**103.4** K  
EUR

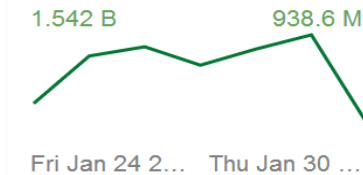
SAP Smart Business for  
sales order fulfillment

### Off-Contract Spend Off Contract Spend in Equipment

**36.5** %

SAP Smart Business for  
purchasing

### Liquidity Forecast Forecast In 7 Days (USD)



SAP Smart Business for  
cash management

### My Materials with Shortages TechEd MRP

**62**  
Materials

SAP Smart Business for  
material requirements  
planning

### Avg. Cycle Time Delayed Deliveries POD



SAP Smart Business for  
event management

### Transportation Revenue Year to Date

**8.813** M  
EUR

SAP Smart Business for  
transportation  
management

### Financial Close Progress Oct 2013 IDES



SAP Smart Business for  
financial close

### Failed Access Provisioning Failed Access Provisioning

**4**

SAP Smart Business for  
access control mgmt.

### Top Opportunities Analysis Top N Opportunities

**497** K  
USD

SAP Smart Business for  
sales performance mgmt.

...



# 2014 Value Map for Mill Products

## Differentiate in Commodity Markets

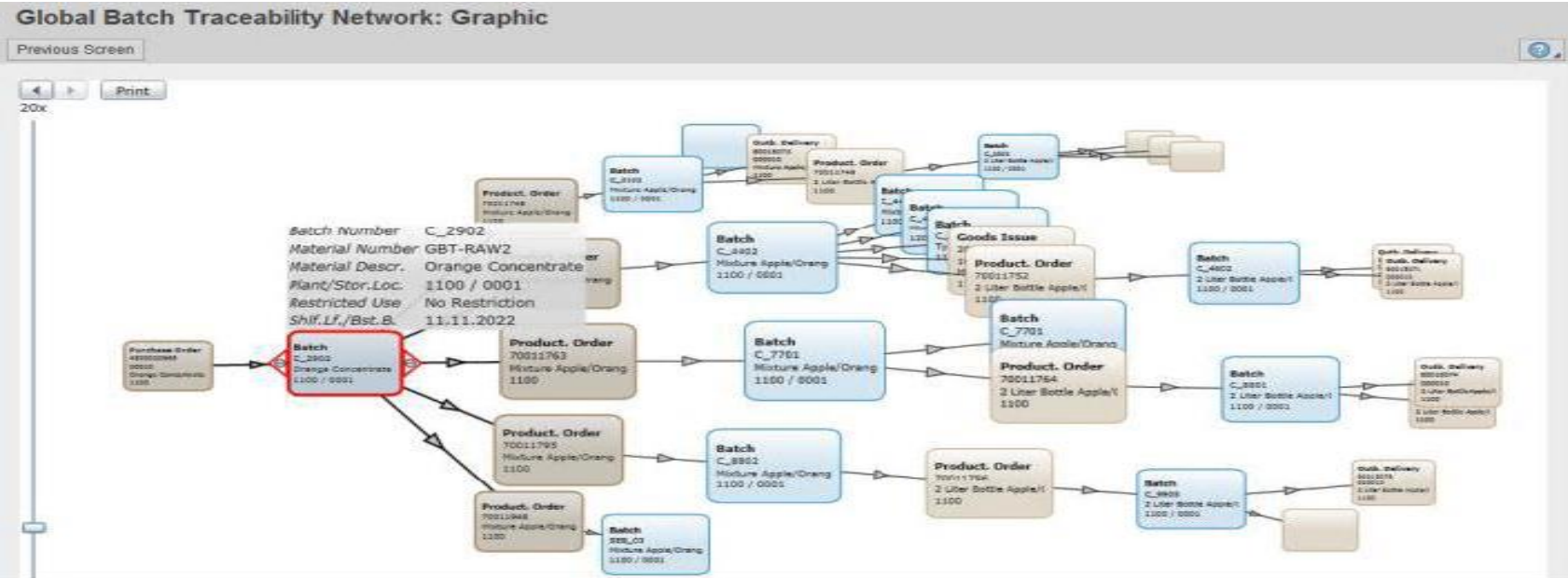
## SAP Solution Explorer



Human Resources	Core Human Resources and Payroll	Talent Management	Time and Attendance Management	Workforce Planning and Analytics	
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Technology and Platform	Big Data	Real-Time Enterprise	Real-Time Analytics	Enterprise Mobility	Enterprise Information Management
	Application Integration	Cloud Solutions			



# Global Batch Traceability - Genealogy & Stock Overview



Material Balance - Microsoft Internet Explorer

**Material Balance**

Menu

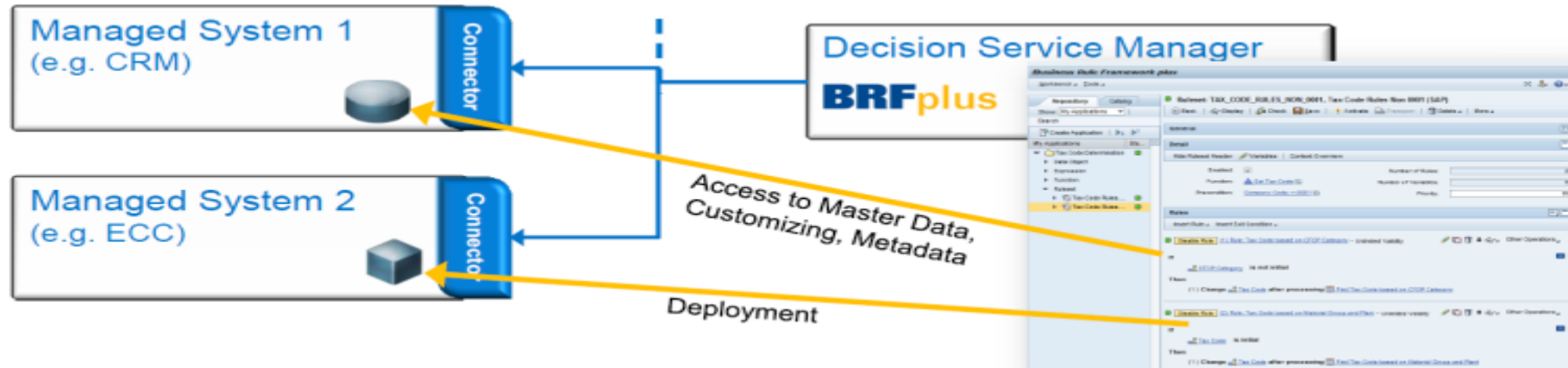
**Start Batches**

Batch ID	Material Number	Material Description	Plant	Logical System
C_7701	GBT-SEMI1	Mixture Apple/Orange Type A	1100	Q4ACLNT023
C_3102	GBT-SEMI1	Mixture Apple/Orange Type A	1100	Q4ACLNT023

Batch	Material	Material Description	Logical System	Plant	PlntDescr.	Stor. loc.	Description		Qty prd/re	Qty co/de	Unit	Unrestr.	Restricted	Qual.Insp.	Blocked	StockInTfr	Differ.	Spec.Stock	Stck no.
C_7701	GBT-SEMI1	Mixture Apple/Orange Type A	Q4ACLNT023	1100															
C_7701	GBT-SEMI1	Mixture Apple/Orange Type A	Q4ACLNT023	1100	Berlin	0001	Auslief.Lager	○○○	100	20	KGM	80	0	0	0	0	0		
C_3102	GBT-SEMI1	Mixture Apple/Orange Type A	Q4ACLNT023	1100					100,000	20,000		80,000							
C_3102	GBT-SEMI1	Mixture Apple/Orange Type A	Q4ACLNT023	1100	Berlin	0001	Auslief.Lager	○○○	1,000	350	KGM	650	0	0	0	0	0		
C_3102	GBT-SEMI1	Mixture Apple/Orange Type A	Q4ACLNT023	1100					1,000,000	350,000		650,000							



# SAP Decision Service Management (DSM)



## Superior Technology

- Decision Service Manager provides access to metadata, code and values (master data, customizing) of ECC or CRM for “local” modeling
- From the modeled service, Decision Service Manager compiles an executable service on the Managed System for local execution
- The managed system does not require upgrades (or Support Packages); Decision Service Manager can be upgraded independently

## Immediate Business Value / ROI

- Rapid change cycles of business rules in the hand of the domain experts
- Analyze, Optimize, Implement; service execution testing, tracing, analytics
- No IT involvement, no downtime, planned service availability, test deployments to any number of systems
- Automated business decisions with full transparency for better decision quality



# SAP DSM contains Business Rule Framework plus (BRFplus)

- Rules design transparency
- Execution transparency
- Performance and integration
- Agile compliance

The screenshot displays the SAP BRFplus interface with several key components highlighted by blue callout boxes:

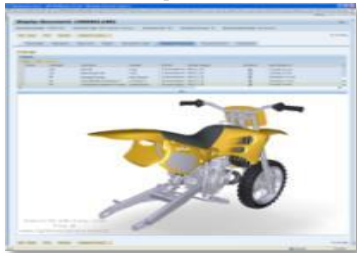
- Decision Table:** A table titled "Decision Table: DT\_CUSTOMER\_DISCOUNT, DecTab Cus. Discount" showing discount rates for different items and customers. The table has columns for Item, Customer, and a numerical value.
- Rule Set:** A panel titled "Ruleset: PRICE\_CALCULATION\_RULES, Price Calc. Rules" showing the configuration of the rule set, including the number of rules and variables.
- Business Rules Catalogue:** A panel on the left titled "Repository Catalog" showing a tree structure of pricing rules, rule sets, expressions, decision tables, and formulas.
- Formula:** A panel on the bottom left titled "Detail" showing the formula for "Final Price" as  $\text{Shelf Price} / (1 + \text{Promotion Discount})$ .
- Rules:** A panel on the bottom right showing a list of rules, including "Change Customer Discount after processing" and "Apply Promotion".

Arrows indicate the flow of data and logic between these components, showing how a rule set is configured to use a decision table and apply formulas to calculate the final price.



# SAP 3D Visual Enterprise

Visual  
Development



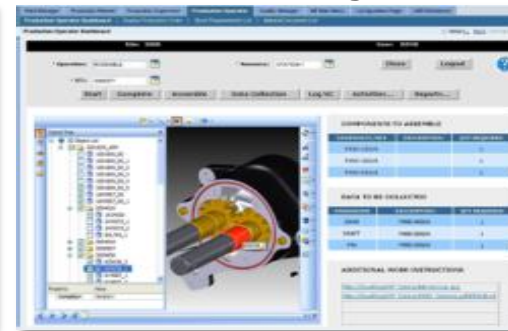
Visual  
Product Navigation



Visual  
Analytics



Visual  
Manufacturing



Visual  
Operations



Visual  
**PLM**

Visual  
**SCM**

Visual  
**SRM**

Visual  
**ME**

Visual  
**EAM**

Visual  
**CRM**

SAP 3D Visual Enterprise  
Visual Enterprise Data Model

**ECC**



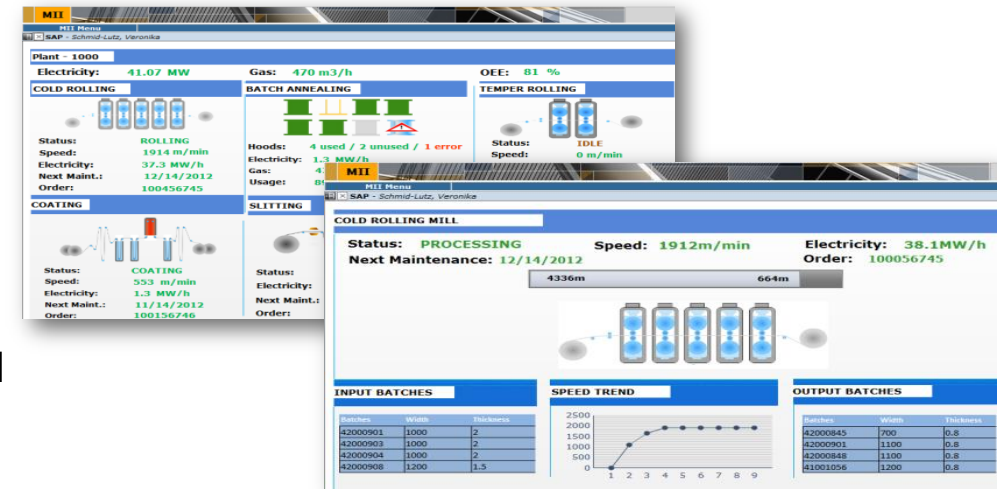
# SAP Manufacturing Integration and Intelligence (SAP MII)

## SAP MII – What is it?

- **Extensible** manufacturing platform allowing **rapid adaption** to any manufacturing process

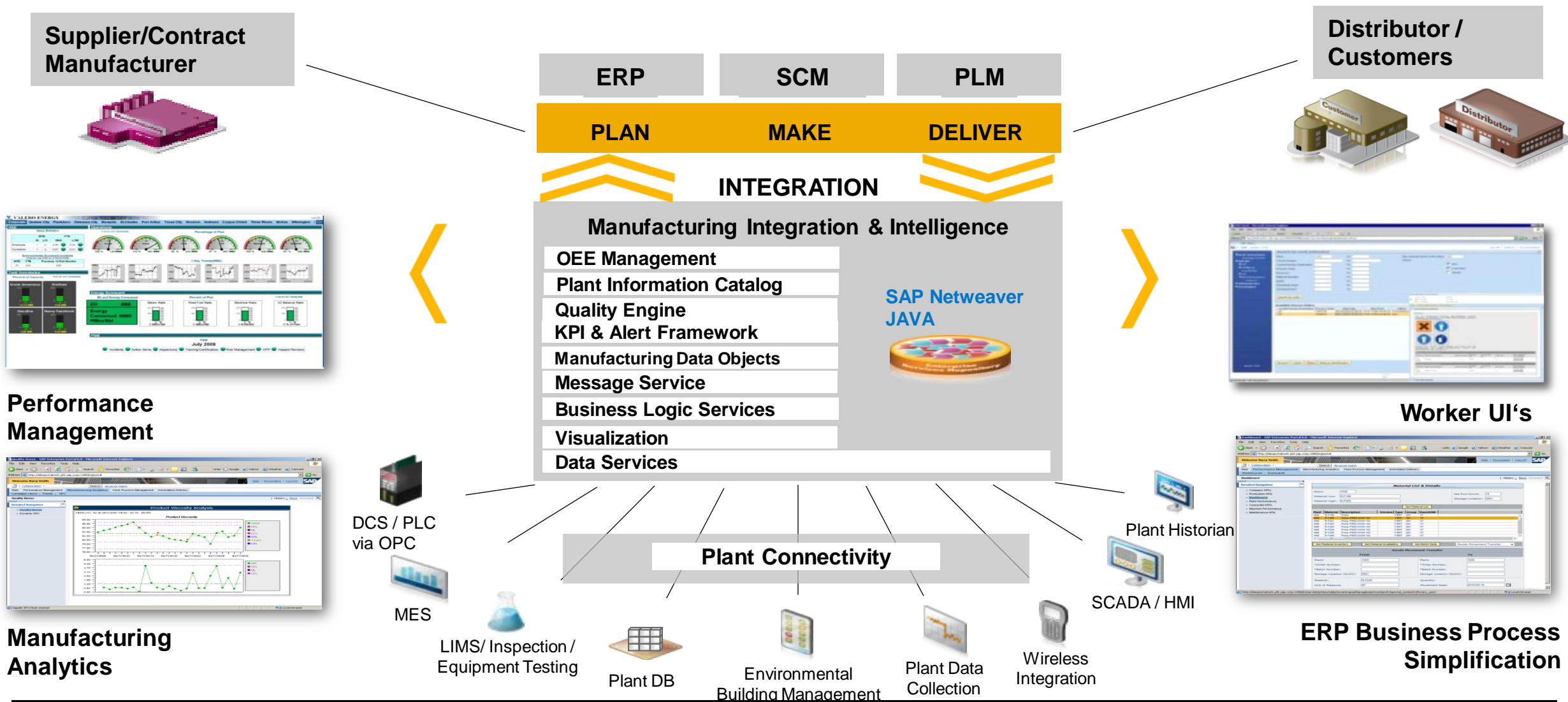
## SAP MII – Main Differentiators

- Integration: Provide **interoperability** (in)between Shop Floor solutions and enterprise ERP (PP, PM, MM, QM)
- Intelligence: Visualize data from any of above sources to provide KPIs. Provide **simple** and **efficient local User Interface and Dashboards**
- Innovation: Powerful SOA-enabled **business logic** to cover for customer specific processes around **Planning, Execution, Maintenance and Quality** now including versioning of any Content
- Allows **Fast prototyping** to achieve fast ROI
- Broad and extensive **Partner Network**
- Applicable to **all Manufacturing Industries and Utilities**





# SAP Manufacturing Integration and Intelligence (SAP MII)

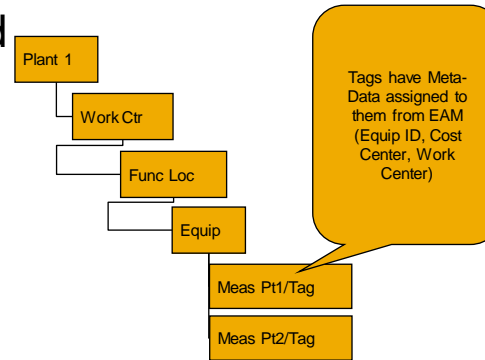




# News in SAP MII

## Plant Information Catalog

- Pre-defined data elements, which can be organized for example hierarchically
- Could reflect tags, equipment, process steps, etc.



## Plant Performance Management Framework

- New KPI manager for plant metrics
- Definition of KPI calculations, thresholds, and charts
- Calculation of aggregated KPI values
- Running history of calculated KPI values

**SAP MII: KPI Monitor**

Available Search Templates: SAP Mfg OEE | Create | Edit | Copy Compound KPI | Delete | Save | Reset | Activate | Export |

Search for:

Search Template Details

Details for

Display Details | Hide KPI Data | View Analytics | View Alerts

KPI Name	Aggregation Logic	Data Type	UOM	Target	Status	Trend	Current Value
▼ OEE	AVG	Float	%	95	⚠	→	68.43
• Availability	AVG	Float	%	90	✅	↗	89.07
• ProductionRate	AVG	Float	%	95	⚠	↗	88.86
• Quality	AVG	Float	%	95	✅	↗	88.91



**SAP MII: Alert WatchList**

Set Status | Delete | Forward Alert

Severity	Status	FilePath
Low	Expired	Default/MIIOBJ/ALERTS/Alert3
Low	Expired	Default/MIIOBJ/ALERTS/Alert3
Low	New	Default/MIIOBJ/ALERTS/Alert1



# Our solutions for Environment, Health and Safety

## Overview

---

### Proactively managing operational risks to run safer and more efficiently

#### Solution highlights

- Incident management:
  - Manage and learn from incidents and safety observations to build a proactive safety culture
- EHS compliance and risk management:
  - Identify operational risks and hazards; implement effective controls; develop and execute required occupational health, safety and environmental programs
- Emissions and waste management:
  - Manage air, water and waste emissions for voluntary or regulatory disclosure.
- Management of change:
  - Reduce risks caused by operational changes using risk assessment and approval processes
- Maintenance safety and permit to work:
  - Safely manage maintenance work by using safety plans and work permit systems, including LO/TO isolation processes





# Ongoing investment: EHS environment, health and safety innovations and roadmap – 5 releases in 3.5 years

Component extension	RTC*	Significant New Functionality
1.0	Dec 2010	<ul style="list-style-type: none"> <li>Incident Management</li> </ul>
2.0	Oct 2011	<ul style="list-style-type: none"> <li>Risk assessment                             <ul style="list-style-type: none"> <li>4 types (safety, health, environment, JHA) - risks, hazards, controls, configurable risk matrix</li> <li>IH amounts and OEL comparison</li> </ul> </li> </ul>
3.0 3.03	Aug 2012 Apr 2013	<ul style="list-style-type: none"> <li>Similar Exposure Groups, Personal Exposure Profile</li> <li>Risk-based Health Surveillance Proposal with integration to OH or 3<sup>rd</sup> party</li> </ul>
4.0	Jul 2013	<ul style="list-style-type: none"> <li>Risk-based controls inspections</li> <li>Chemical health and safety processes                             <ul style="list-style-type: none"> <li>SDS approval, Hazcom, HazMat Inventory</li> </ul> </li> </ul>
5.0 5.0x	May 2014 3Q planned	<ul style="list-style-type: none"> <li>Role-based homepages, Fiori apps, chem h&amp;s (continued)</li> <li>Measurement management</li> </ul>
6.0	2015 planned	<ul style="list-style-type: none"> <li>Emissions, calculations, and reports</li> </ul>

\*RTC is Released to Customer (General Availability is typically 6 months later)



# Component Extension 5.0 for SAP EHS Management

Health, Safety and Environment related enhancements

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## **Risk Assessment incl. Managing chemicals for H&S processes:**

- Homepages – Easy Worklist , Services
- Chemical Advanced Search – Extract Chemical Data
- Risk Assessment – Improved Exposure Analysis
- Chemical Approval – Enhanced Exposure information during approval
- Chemical Dialog – Better Usability to enter values/ranges with units

## **FIORI Applications (delivered with FIORI Wave 4):**

- Inspect Safety Controls
- Retrieve Safety Information



# 2014 Value Map for Mill Products

## Differentiate in Commodity Markets

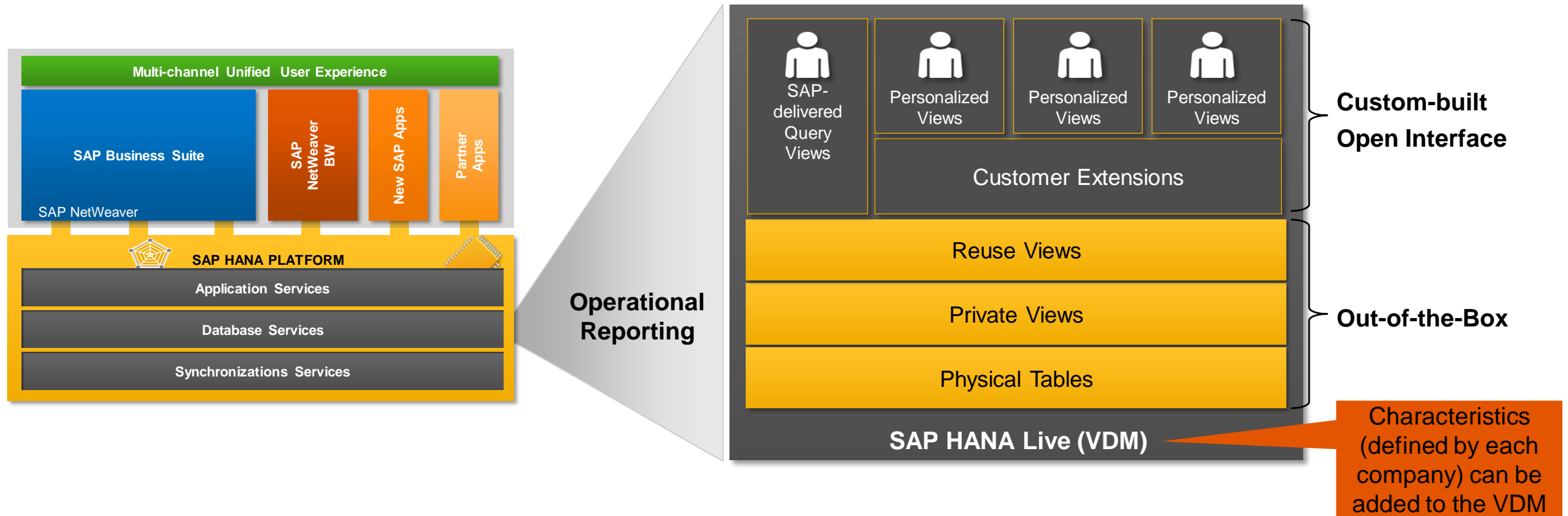
## SAP Solution Explorer





# SAP HANA Live – HANA based Analytics

Unified view of business processes across organizational functions



**Instantaneous transactions - results-to-actions**



**Unified view of operations without delay**



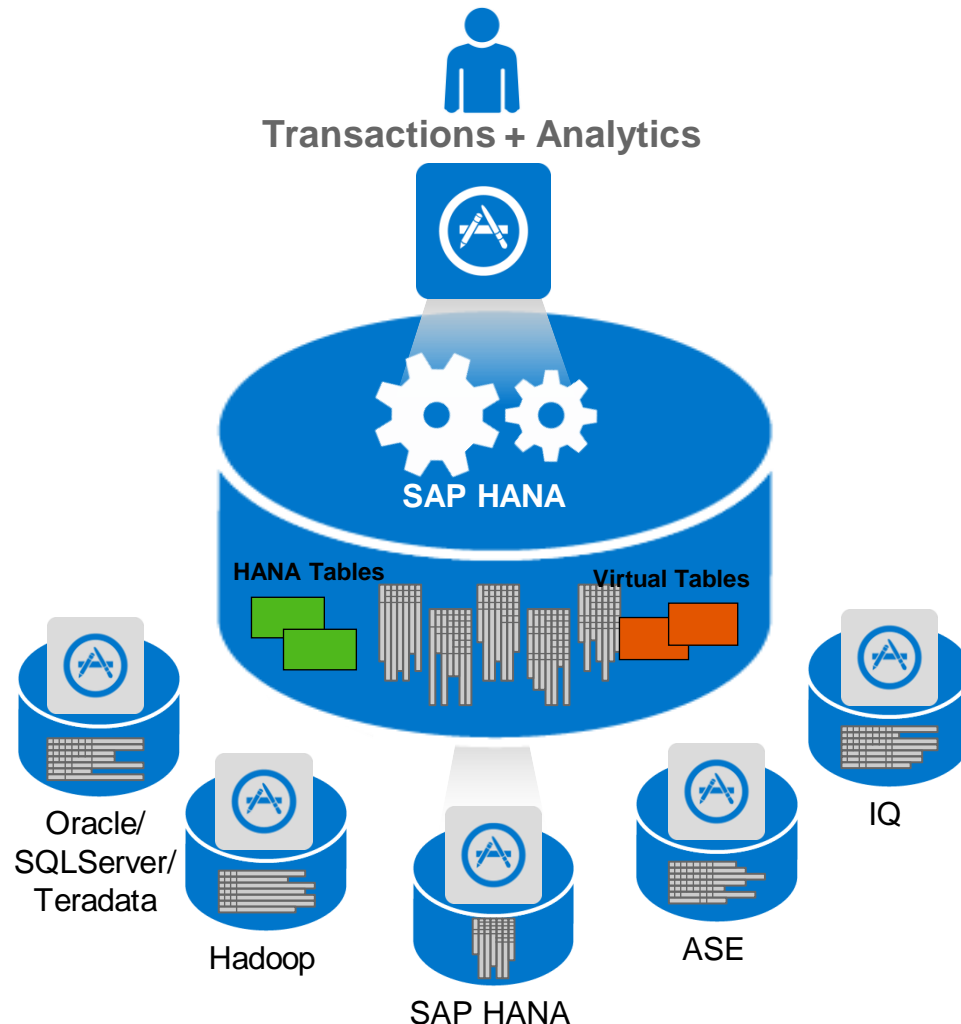
**Empowerment for front-line employees**

\* SAP HANA Live is a separate package for SAP Business Suite



# SAP HANA Smart Data Access

Data virtualization for on-premise and hybrid cloud environments



## Benefits

- Enables access to remote data access just like “local” table
- Smart query processing including query decomposition with predicate push-down, functional compensation
- Supports data location agnostic development
- No special syntax to access heterogeneous data sources

## Heterogeneous data sources

- Hadoop (Hive)
- HANA
- Teradata
- Oracle
- Microsoft SQLServer
- SAP Sybase IQ
- SAP Sybase ASE



# Innovation at SAP

Three channels for customer influence

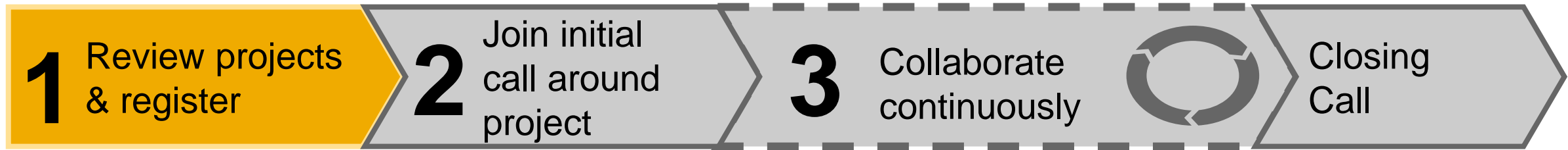


Find more information about the programs at <http://service.sap.com/influence>



# Customer Engagement Initiative (CEI)

Three steps to engage in a collaborative environment



Find projects to join at:  
<https://influence.sap.com>

**2014-3 Cycle (Oct 6<sup>th</sup> - Oct 31<sup>st</sup>)**  
2014-03 CEI topic list

Examples

- APO on ERP: CIF Enhancements
- Compose a powerful and compelling story using Lumira
- Measure your Supply Chain Performance with Supply Chain Control Tower
- New SAP Fiori User Interfaces for Returns Management in Sales and Distribution
- Next Generation Manufacturing Solutions / Trends in manufacturing
- Optimizing analytical tools to address Big Data use cases
- Predictive Analytics tools & accelerators
- Process Safety Management
- Real Time Close- Close step real time enablement
- Smart Close
- Use Cases for 3D Spatial Analytics in Lumira and Design Studio
- Visual Enterprise and Asset Management
- ...

Steps to take

**1**  
**Contact**  
[cei@sap.com](mailto:cei@sap.com) for more information

**2**  
**Review**  
the list of projects

**3**  
**Participate**  
in the full development cycle



# Key links for more information

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## SAP Service Marketplace General information

- [SAP Roadmaps](#)
- [SAP Improvements & Innovations](#)
- [SAP's Release Strategy](#)
- [SAP Rapid Deployment Solutions](#)



## Mill Products Info

- [Solution Explorer and Value Map for Mill Products](#)
- [Mill Products on www.sap.com](#)
- [Metals on www.sap.com](#)

## Mill Products User Groups

- [ASUG - Special Interest Group Mill Products](#)
- [DSAG - Workgroup Mill Products](#)
- [SAP Configuration Workgroup](#)



# Join the SAP Mill Products & Mining Community

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<http://scn.sap.com/community/mining-and-mill-products>



<http://www.linkedin.com/groups/SAP-Mill-Products-Mining-Group-4532949>



<http://www.facebook.com/SAPMillProductsandMining>



<http://twitter.com/SAPMillMining>

[@SAPMillMining](https://twitter.com/SAPMillMining)







# Thank you

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