SAP Innovation And Optimization Pathfinder

for SAP ERP

Finance Edition

Customer Name: Sample Inc.

Customer Number:	12345	Current Release:	SAP ERP - EHP7
Date of analysis:	16 Apr, 2020	Database:	Oracle
System ID:	PRD	Country:	Germany

Oil and Gas Industry

Interactive Sample Report – View in "Full Screen Mode" with Adobe Acrobat Reader

SAP

Sample Inc. | System: PRD
Oil and Gas Industry

SAP Innovation and Optimization Pathfinder for Line of Business

PATHFINDER FOR FINANCE

Customer-specific improvement and innovation opportunities based on your current core SAP ERP system usage and business performance

Industry benchmarks and best-practice recommendations as guidance from other SAP customers on how to optimize your business areas

Interactive report navigates business decision makers to relevant information, services and tools

INTRODUCTION TRENDS IN FINANCE FOCUS AREAS ABOUT THE REPORT

Finance in the Digital Economy

Dynamic Planning and Analysis

- Real-time evaluation and analysis of new business models and M&A through dynamic planning and forecasting
- Single version of the truth, available live and at the most granular level, for instance plan-actual variance analysis, prediction, and simulation on the fly

Soft or Virtual Close

- Strong foundation for "soft close"
- One universal journal for a single source of truth, eliminating reconciliation and enabling instant profit-and-loss insights and detailed reporting on the fly
- Real-time consolidation capabilities for group close

Predictive and Simplified Treasury

- Real-time integrated liquidity planning with predictive and automated cash forecasting
- Higher transparency on financial exposure
- Simplified and automated bank processes

"Lights-Out" Finance

- Radical automation and self-learning processes enabling "lights-out" finance
- Business networks, coupled with faster deployment models, allowing for dramatic leaps in process automation
- More agile organizations with operational cost reductions of 40% or more

Always-On Compliance

- Automated and embedded compliance, so that the focus turns to protecting the brand
- Focus on enterprise risk topics
- Instant prediction of potential fraud using data patterns and employing prevention strategies

Read the whitepaper »

INTRODUCTION   TRENDS IN FINANCE   FOCUS AREAS   ABOUT THE REPORT

Selected End-to-End Business Scenarios in Finance

RECORD TO REPORT

'Record to report' is an end-to-end finance scenario that relates to faster, continuous, and compliant financial close. This scenario starts with recording of accounting data for multiple companies, charts of accounts, and so on and ends with closing the books and creating financial statements at the entity and corporate levels for International Financial Reporting Standards, U.S. GAAP, or other local regulatory requirements.

ORDER TO CASH

'Order to cash' is an end-to-end finance scenario that relates to frictionless order processing from quote to cash. This scenario includes all financial operations related to accounts receivable, including billing customers and managing disputes, collections, and evaluating customer credit risk.

PROCURE TO PAY

'Procure to pay' is an end-to-end process for effective buyer-supplier collaboration and compliant and efficient processes by electronically connecting trading partners. This scenario encompasses management of requests and creating of orders in compliance with policies, procuring from suppliers, verifying delivery, settling supplier obligation along with streamlining accounts payable processes.

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INTRODUCTION	EXECUTIVE SUMMARY	RECORD TO REPORT	ORDER TO CASH	PROCURE TO PAY	NEXT STEPS

INTRODUCTION | TRENDS IN FINANCE | FOCUS AREAS | ABOUT THE REPORT

Structure of optimization and innovation recommendations in SAP Pathfinder

SAP Innovation and Optimization Pathfinder for SAP ERP

Provides tailored, scenario-specific recommendations for Finance

1 BUSINESS PROCESS IMPROVEMENT: Proactively control and improve your business processes with SAP Support tools and services

2 INNOVATION RECOMMENDATIONS: Personalized innovation recommendations based on your current SAP data:

OPTIMIZE

Business improvements
Your ERP
Business improvements

Benefit from functional enhancements for SAP ERP and an improved user experience with SAP Fiori

EXTEND

Your ERP

SAP Cloud   SAP Leonardo

Grow your SAP ERP footprint and leverage SAP Leonardo and SAP Cloud

MOVE

Model Company

SAP S/4HANA

SAP Cloud

SAP Leonardo

Move your SAP ERP to the most advanced real-time business processes in SAP S/4HANA

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KEY FINDINGS IN YOUR SAP ERP SYSTEM

	Business Key Figures	Your Value	You vs. Industry Benchmark		Improvement Value
RECORD TO REPORT	Deliveries overdue for Billing	108.544 deliveries			Reduce days sales outstanding
	Failed cost postings during production order confirmation	11.834 orders			Increase productivity
	Purchase order items w/o 'final invoice' indicator	11.762 order items			Improve inbound process FTE productivity
					Details »
ORDER TO CASH	Sales invoices not posted to accounting	690 invoices			Reduce business & operations costs
	Overdue open items FI-AR (customer items)	13.312 open items			Reduce FTE efforts on data analysis for closure
					Details »
PROCURE TO PAY	MM invoice items blocked for payment	19.842.761 invoices			Improve invoice processing FTE efficiency
	Overdue open vendor items FI-AP	1.089 open items			Improve days payable outstanding
					Details »

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BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ALL FIGURES | DETAILS

Record to Report

Business Key Figures	Your Value	Industry Benchmark		
		Bottom 25%	Median	Top 25%
ℹ Deliveries overdue for Billing	108.544 deliveries	886	180	106
ℹ Failed cost postings during production order confirmation	11.834 orders	1.678	225	19
ℹ Purchase order items w/o 'final invoice' indicator	11.762 order items	30.974	1.146	4
ℹ Sales orders billed but not delivered	54 orders	772	36	2

What's next →

1 🔍 **Business Process Improvement for Record to Report** ❯

2 🔄 **Innovation Recommendations for Record to Report** ❯

Sample Inc. | System: PRD
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INTRODUCTION	EXECUTIVE SUMMARY	RECORD TO REPORT	ORDER TO CASH	PROCURE TO PAY	NEXT STEPS

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

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Record to Report

Findings
What we measured

108.544
Deliveries overdue for Billing

KPI Catalogue »
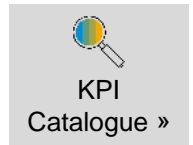
0-3 months old	4-11 months old	12+ months old
3.861	14.466	90.217
4%	13%	83%

Implication
Understand the problem

- The goods issue is already posted and planned billing date is already in the past
- The invoice has not yet been fully created
- Goods have already been shipped but no customer payment can be expected.

Possible Approaches
Improve or innovate

- Determine whether the invoice still needs to be created
- If so, resolve any errors and create the invoice accordingly
- Optimize the invoice workflow and exception management

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What's next ➡

1. **Business Process Improvement for Record to Report** ›

2. **Innovation Recommendations for Record to Report** ›

Sample Inc. | System: PRD
Oil and Gas Industry

INTRODUCTION

EXECUTIVE SUMMARY

RECORD TO REPORT

ORDER TO CASH

PROCURE TO PAY

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BUSINESS KEY FIGURES

BUSINESS PROCESS IMPROVEMENT

INNOVATION RECOMMENDATIONS

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Record to Report

Findings
What we measured

11.834

Failed cost postings during production order confirmation

KPI Catalogue »
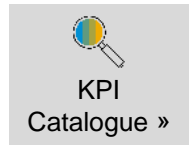
0-3 months old	4-11 months old	12+ months old
128	2.685	9.021
1%	23%	76%

Implication
Understand the problem

- During production order confirmation the calculation of production costs failed and therefore the production order is not debited with actual production costs.
- The correct production costs are not shown in the production orders

Possible Approaches
Improve or innovate

- Evaluate and resolve the different error situations
- Repost the failed goods movements on a regular basis.

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What's next

1 **Business Process Improvement for Record to Report** ›

2 **Innovation Recommendations for Record to Report** ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

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Record to Report

Findings
What we measured

11.762
Purchase order items w/o 'final invoice' indicator

KPI Catalogue »
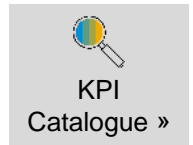
0-3 months old	4-11 months old	12+ months old
14	2.077	9.671
0%	18%	82%

Implication
Understand the problem

- Purchase order items without final invoice indicator older than 30 days and not yet fully paid
- Indication of situations that can lead to incorrect open commitment items in controlling

Possible Approaches
Improve or innovate

- Determine whether obsolete planned orders still need to be converted to purchase requisitions.
- If not, check whether the planned orders are still needed. Otherwise, delete the obsolete planned orders.

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What's next ➡

1 | Business Process Improvement for Record to Report ›

2 | Innovation Recommendations for Record to Report ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

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Record to Report

Findings
What we measured

54
Sales orders billed but not delivered

KPI Catalogue »
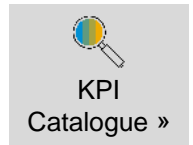
0-3 months old	4-11 months old	12+ months old
3	39	12
6%	72%	22%

Implication
Understand the problem

- Sales orders are relevant for delivery but were not delivered
- Sales orders are fully billed but not or not yet fully delivered
- This might lead to unsatisfied customers that should pay more than what they received.

Possible Approaches
Improve or innovate

- Assess why sales orders that have already been billed have not been delivered
- Clean up and eliminate process obstacles
- Optimize and automate the invoice processing and exception management

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What's next ➡

1 Business Process Improvement for Record to Report ›

2 Innovation Recommendations for Record to Report ›

BUSINESS KEY FIGURES **BUSINESS PROCESS IMPROVEMENT** **INNOVATION RECOMMENDATIONS**

ANALYSE YOUR PROCESSES MEASURE THE IMPROVEMENT

1. Identify root-causes and proactively control and improve your business processes
With tools and services included with SAP Support*

Illustrative customer example

Business KPI Trees with SAP Solution Manager 7.2

- Period End Closing is an important activity being able to create accurate and consistent financial statements

- Transparency about the various activities is important. Those activities should be planned and controlled to reach the planned time window.

- The earlier the related KPIs are tracked and cleaned up the better the quality and time frame of closing will be.

- With SAP Solution Manager a KPI tree for Period End Closing can be defined and tracked enabling the Finance department to track the process quality and mitigate risks.

Watch Overview Video »

 * All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds

From a single source on your desktop or tablet. No manual data collection anymore.

Track your progress along defined business goals:
Actual values, thresholds, progress and remaining gaps

Quick and powerful overview about the current status
and progress of Business KPIs in real-time:

- Always up-to-date without additional effort

- Accessible on desktops and mobile devices

- Illustration of KPI dependencies

- Tracking along organizational structures

- Restricted access based on authorization

- Drill-down to the individual documents

Next Steps »

Progress Management Board

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

Sample Inc. | System: PRD
Oil and Gas Industry

| INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO PAY | NEXT STEPS |

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Innovation Recommendations Summary for Record to Report

Optimize your ERP
Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

Top enhancements:
- New General Ledger Accounting
- Local Close
- Regulatory compliance

Modern user experience for:
- Controller
- General Ledger Accountant
- Cash Manager

Details »

- Many enhancements and SAP Fiori apps for the SAP Business Suite are are included with your underlying SAP software license and maintenance agreement*

Extend your current solution
Explore SAP Leonardo & cloud solutions

Top additional SAP cloud solutions:
- Analytics and Reporting
- Time and Expense Tracking

Top SAP Leonardo recommendations:
- Payments and Bank Communications
- Debt and Investment Management
- Financial Risk Management

Details »

- SAP Leonardo offers business process improvements based on the newest innovations like machine learning and Internet of Things (IoT)

Move to SAP S/4HANA
Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

Top business scenarios:
- General Ledger
- Asset Accounting
- Closing Operations

SAP Model Company

Details »

- SAP S/4HANA is the "digital core" natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

* Details can be found in SAP Note 152246 and http://news.sap.com/sapphire-now-sap-fiori-user-experience/

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Latest enhancements for your SAP ERP system
Top enhancements:

Enhancement Name	Industry Usage	Relevant Transactions
New General Ledger Accounting	★★★	**1**
Local Close	★★★	Recommended*
Regulatory compliance	★☆☆	Recommended*
Nondeductible input taxes	★☆☆	Recommended*
Financials, Group Closing, Compliance	★☆☆	Recommended*
Financial Supply Chain Management Processes	★☆☆	Recommended*
Enablement for Financial Shared Services	★☆☆	Recommended*
ERP controlling	★☆☆	Recommended*
Direct cash flow statement for actual data	★☆☆	Recommended*
Cost Center Management	★☆☆	Recommended*

Next Steps »

Increase the productivity of your end users
Modern user experience for:

Role Name	Industry Usage	Relevant SAP Fiori Apps
Controller	★★★	**9**
General Ledger Accountant	★★★	**2**
Cash Manager	★★★	Recommended*
Bank Account Manager	★☆☆	Recommended*
Treasury Accountant	★☆☆	Recommended*
Treasury Risk Manager	★☆☆	Recommended*

SAP Fiori

Next Steps »

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

Sample Inc. | System: PRD
Oil and Gas Industry

INTRODUCTION | EXECUTIVE SUMMARY | **RECORD TO REPORT** | ORDER TO CASH | PROCURE TO PAY | NEXT STEPS

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | **INNOVATION RECOMMENDATIONS**

OVERVIEW | OPTIMIZE | **EXTEND** | MOVE

Extend your solution with SAP Cloud solutions
Accelerate digital transformation by rapidly deploying SAP's cloud solutions

- Analytics and Reporting »
- Time and Expense Tracking »

SAP Cloud solutions

Next Steps »

Extend your solution with SAP Leonardo
Integrate all your data – IoT, supply chain, product, and more

- Increase compliance, lower fees with better payments & bank communications »
- Achieve optimal borrowing rates and lower investment costs »
- Safeguard your assets and cash flow by automating financial risk management »
- Identify, qualify & manage commodity price risks using commodity derivatives »
- Support financial and operational decision making with software analytics »
- Simulate alternative models of cost and price conditions to optimize profitability »
- Improve transparency and help ensure compliance with enterprise-grade cybersecurity and data protection »
- Achieve greater efficiency and automation with improved access governance and identity management »

SAP Leonardo

Next Steps »

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | **INNOVATION RECOMMENDATIONS**

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Transform your core
Next-Generation digital business with SAP S/4HANA:

Business Scenario Name	Industry Usage	Relevant Transactions
General Ledger	★★★	**58**
Asset Accounting	★★☆	**32**
Closing Operations	★☆☆	**2**
Financial Reporting	★☆☆	**1**
Financial Close Governance	★☆☆	Recommended*
Inventory Accounting	★☆☆	Recommended*
Revenue and Cost Accounting	★☆☆	Recommended*
Overhead Cost Management	★☆☆	Recommended*
Product Costing	★☆☆	Recommended*
Profitability Analysis	★☆☆	Recommended*

Next Steps »

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

SAP Model Company: State of the art digital foundation
Realize your digital vision quickly based on proven best-practices:

SAP® Model Company

- 'Record to Report' encompasses all sub-processes that enable end-to-enda faster, continuous, and compliant financial close. This scenario starts with recording of accounting data for multiple companies, charts of accounts, and so on and ends with closing the books and creating financial statements.
- Specifically in the Model Company for Oil & Gas there is a preconfigured extension for 'Equity Change Management – Current Month':
- There is a Joint Operating Agreement (JOA) for Joint Venture where the Model Company is the Joint Venture Operator. During the E&P activities, change in Participating Interest occurs and it should be handled in SAP via Equity Change Management–Current Period.

More information »

- Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides
- Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Traditional Scenario

- **Delayed close activities** that do not begin **until period end**

- **Multiple ledgers** require time-consuming and error-prone **reconciliations**

- Risk of regulatory noncompliance due to lack of transparency and **manual monitoring** of processes

- **Risk of penalties and fines** with insufficient, manual and error-prone tax audit processes

Manual, time-consuming and effort-intensive processes

Financial data needs to be **replicated** from the financial system into the consolidation system, requiring data aggregation and transformation

Executive conversation is **limited to static presentations**, and ad hoc questions and analysis need to be taken offline for a later discussion

Financial Accounting — **Management Reporting** — **Compliance, Tax** — **Entity Close** — **Consolidation** — **Reporting, Analytics**

The New World With SAP

- **Event-triggered execution** enabled through real-time derivation of profitability characteristics

- **No reconciliation needed** because of one **universal journal entry** that provides a single source of the truth

- **End-to-end visibility** and steering capabilities for local periodic legal reporting

- **Continuous, self-auditing** tax monitoring processes

Faster, efficient, and compliant close process

Real-time consolidation enabled by instant data access from integrating transaction and master data

Transformed board room experience with real-time business intelligence, ad hoc reporting at a granular level, and what-if analysis to make decisions

Read the whitepaper »

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES   BUSINESS PROCESS IMPROVEMENT   INNOVATION RECOMMENDATIONS

ALL FIGURES   DETAILS

Order to Cash

		Industry Benchmark		
Business Key Figures	**Your Value**	Bottom 25%	Median	Top 25%
ⓘ Sales invoices not posted to accounting	690 invoices	325	126	50
ⓘ Overdue open items FI-AR (customer items)	13.312 open items	9.896	6.594	4.444

What's next ➡

1 📄 Business Process Improvement for Order to Cash ❯

2 🔄 Innovation Recommendations for Order to Cash ❯
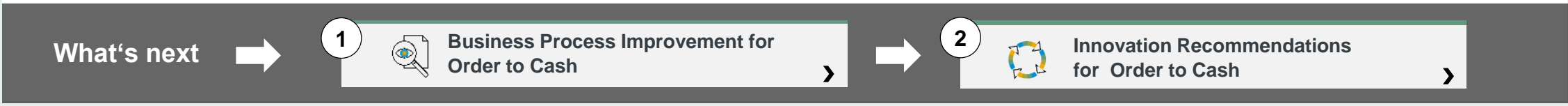
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Oil and Gas Industry

INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO PAY | NEXT STEPS

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ALL FIGURES | DETAILS 1/2

Order to Cash

Findings	Implication	Possible Approaches
What we measured	Understand the problem	Improve or innovate

690
Sales invoices not posted to accounting

KPI Catalogue »

0-3 months old	4-11 months old	12+ months old
12	492	186
2%	71%	27%

Implication

- Open and overdue customer items
- Billing documents are not reflected in accounts receivables, no dunning is possible
- Customer payments cannot be assigned to corresponding open items (unallocated cash)

Possible Approaches

- Check whether the invoices still need to be transferred to accounting
- Repost the invoices to financials
- Setup proactive monitoring and reporting

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What's next ➡

① Business Process Improvement for Order to Cash ›

② Innovation Recommendations for Order to Cash ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS
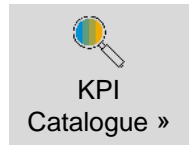
ALL FIGURES | DETAILS 2/2

Order to Cash

Findings
What we measured

13.312
Overdue open items FI-AR (customer items)

KPI Catalogue »

0-3 months old	4-11 months old	12+ months old
76	13.145	91
1%	99%	1%

Implication
Understand the problem

- Open customer items in FI-AR whose payment net due date is overdue incl. 2 fiscal years in the past
- Customer payment are not received on time
- Customer payment could not be assigned to corresponding open items (unallocated cash)

Possible Approaches
Improve or innovate

- Determine which of these open customer items still need to be paid by the customers
- Define a procedure to clean up open items.
- Improve and optimize Debtor check

Back to all figures »

What's next ➡

1 Business Process Improvement for Order to Cash ›

2 Innovation Recommendations for Order to Cash ›

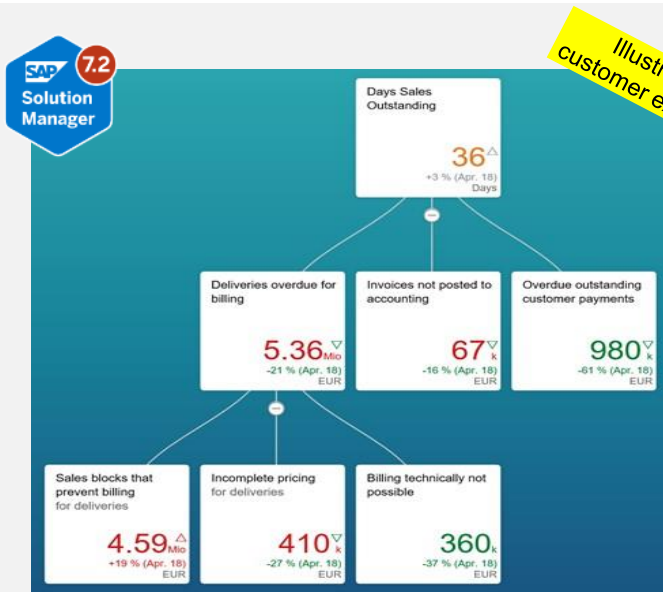BUSINESS KEY FIGURES | **BUSINESS PROCESS IMPROVEMENT** | INNOVATION RECOMMENDATIONS

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

1. Identify root-causes and proactively control and improve your business processes
With tools and services included with SAP Support*

Illustrative customer example

Business KPI Trees with SAP Solution Manager 7.2

- Days Sales Outstanding (DSO) is a measure of the average number of days that it takes to collect payments after a sale has been made.

- There are different influencing factors and dependencies to DSO which should be made transparent and tracked. Only with transparency the required decisions can be taken to optimize DSO.

- With SAP Solution Manger such a KPI tree can be defined and tracked.

- For the business this is important as an optimized DSO is influencing the companies cash flow.

Watch Overview Video »

 * All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds
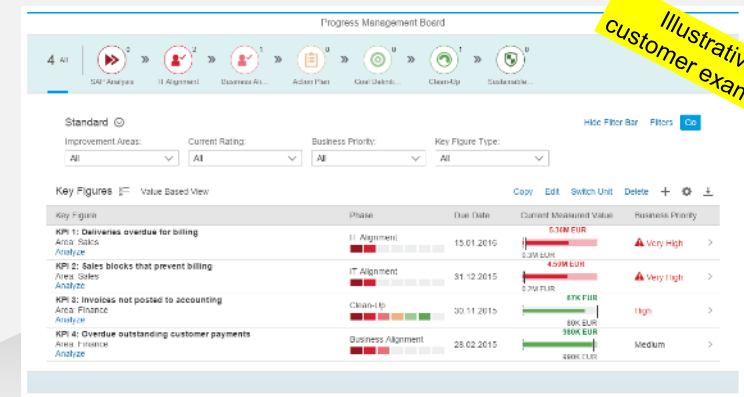From a single source on your desktop or tablet. No manual data collection anymore.

**Track your progress along defined business goals:
Actual values, thresholds, progress and remaining gaps**

Quick and powerful overview about the current status
and progress of Business KPIs in real-time:

- Always up-to-date without additional effort

- Accessible on desktops and mobile devices

- Illustration of KPI dependencies

- Tracking along organizational structures

- Restricted access based on authorization

- Drill-down to the individual documents

Next Steps »

Illustrative customer example

	Key Figure	Current	Baseline	Δ Baseline	Last Month	Δ Last Mo...	Target	Δ Target
☐	**Deliveries overdue for Billing more than 1 year** Area: S/4 HANA Analyze	**506** Deliveries 24.07.2017	**885** Deliveries 01.01.2017	▽ -43%	**581** Deliveries	▽ -14%	◎ < 100 Deliveries	△ +406%

Progress Management Board

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

| BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS |

| OVERVIEW | OPTIMIZE | EXTEND | MOVE |

Innovation Recommendations Summary for Order to Cash

Optimize your ERP
Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

Top enhancements:
- Contract-to-Cash for Commodities
- Billing and Invoicing
- Importing and Postprocessing of the Electronic Bank Statement

Modern user experience for:
- Field Sales Representative
- Accounts Receivable Accountant
- Cash Manager

Details »

- Many enhancements and SAP Fiori apps for the SAP Business Suite are are included with your underlying SAP software license and maintenance agreement*

Extend your current solution
Explore SAP Leonardo & cloud solutions

Top additional SAP cloud solutions:
- Billing Mediation
- Flexible Solution Billing
- Pricing and Charging

Top SAP Leonardo recommendations:
- Invoice Processing (S/4 OP, Leonardo)
- Credit Evaluation and Management
- Planning, Budgeting, and Forecasting (Analytics CL)

Details »

- SAP Leonardo offers business process improvements based on the newest innovations like machine learning and Internet of Things (IoT)

Move to SAP S/4HANA
Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

Top business scenarios:
- Accounts Receivable
- Electronic Bill Presentment, Payment and E-Invoicing
- Collections Management

SAP Model Company

Details »

- SAP S/4HANA is the "digital core" natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

* Details can be found in SAP Note 152246 and http://news.sap.com/sapphire-now-sap-fiori-user-experience/

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES

BUSINESS PROCESS IMPROVEMENT

INNOVATION RECOMMENDATIONS

OVERVIEW   OPTIMIZE   EXTEND   MOVE

Latest enhancements for your SAP ERP system
Top enhancements:

Enhancement Name	Industry Usage	Relevant Transactions
Contract-to-Cash for Commodities	★★☆	**3**
Billing and Invoicing	★☆☆	Recommended*
Importing and Postprocessing of the Electronic Bank Statement	★☆☆	Recommended*
Flexible deployment option for sales and distribution	★☆☆	Recommended*
Preliminary invoicing	★☆☆	Recommended*
Cost Estimate and Simulation	★☆☆	Recommended*

Next Steps »

Increase the productivity of your end users
Modern user experience for:

Role Name	Industry Usage	Relevant SAP Fiori Apps
Field Sales Representative	★★★	**12**
Accounts Receivable Accountant	★★★	**1**
Cash Manager	★★★	Recommended*
Internal Sales Representative	★★☆	Recommended*

SAP Fiori

Next Steps »

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

Sample Inc. | System: PRD
Oil and Gas Industry

INTRODUCTION

EXECUTIVE SUMMARY

RECORD TO REPORT

ORDER TO CASH

PROCURE TO PAY

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BUSINESS KEY FIGURES

BUSINESS PROCESS IMPROVEMENT

INNOVATION RECOMMENDATIONS

OVERVIEW

OPTIMIZE

EXTEND

MOVE

Extend your solution with SAP Cloud solutions

Accelerate digital transformation by rapidly deploying SAP's cloud solutions

- Billing Mediation »
- Flexible Solution Billing »
- Pricing and Charging »

SAP Cloud solutions

Next Steps »

Extend your solution with SAP Leonardo

Integrate all your data – IoT, supply chain, product, and more

- Use role based cockpits accelerate processing »
- Improve revenue and avoid defaults with proactive credit evaluation and management »
- Increase productivity and performance with agile planning, budgeting, and forecasting »
- Optimize profitability and resource allocation with profit and cost simulation »
- Get detailed, integrated insight into product costs and margins to maintain a profitable product portfolio »

SAP Leonardo

Next Steps »

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

🚀 Transform your core

Next-Generation digital business with SAP S/4HANA:

Business Scenario Name	Industry Usage	Relevant Transactions
Accounts Receivable	★★☆	**35**
Electronic Bill Presentment, Payment and E-Invoicing	★☆☆	Recommended*
Collections Management	★☆☆	Recommended*
Credit Evaluation and Management	★☆☆	Recommended*
Dispute Resolution	★☆☆	Recommended*
Contract Accounting	★☆☆	Recommended*
Online Bill Presentment and Payment	★☆☆	Recommended*
Settlement Management	★☆☆	Recommended*

Next Steps »

▶ SAP Model Company: State of the art digital foundation

Realize your digital vision quickly based on proven best-practices:

- 'Order to Cash' is an end-to-end finance scenario that relates to frictionless order processing from quote to cash.

- Specifically within the Model Company for Oil & Gas there is a preconfigured process for 'Setup of Operated Joint Venture Operations': The Model Company has entered into joint venture with 2 other third party business partners in the development stage.

- The Model Company's role in the Joint Venture is that of an operator. This enables the Model Company to monitor the costs related to a specific operated venture and also share obligations with the JV partners during the period end.

SAP® Model Company

More information »

- Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides

- Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Traditional Scenario

- **Inconsistency** of interactions with customers across business

- **Manual**, time-consuming and effort-intensive processes
- Highly technical custom efforts for **building and and maintaining interfaces** to external agencies

- **Manual,** costly, and time consuming billing processes
- Increased rate of accounting and settlement errors

- **Disjointed manual** handling, which drives up DSO and puts customer relationships at risk
- **Inconsistent account prioritization**; labor-intensive and long cycles; high costs of collection; increased bad debt risk

- Significant **manual and error-prone** effort required to process payments and handle exceptions
- Rule-based approaches **decline in effectiveness** over time
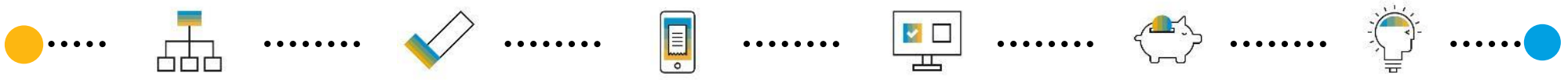
Order and Contract Management ..... **Check Credit** ..... **Issue Invoice** ..... **Resolve Disputes** ..... **Collect Cash** ..... **Settle, Reconcile**

The New World With SAP

- **Multichannel, role-based** access to accurate, real-time information on products, pricing, customers, and contracts

- **Event-triggered** execution and full automation of creditworthiness assessment
- Seamless integration to external credit agencies to incorporate **external credit rating information**

- Empowered customers with a **payment portal and e-billing**
- **Real time access** to all transactional details
- **High processing speed** for digital businesses

- Standardized processes that **scale** according to business needs
- **Centralized** information repository for root cause analysis of disputes
- Immediate **visibility** of customer account and status across the company
- **Smarter automation** and **collaboration** for cash collection

- **Next-generation intelligent invoice-matching powered by machine learning**
- Ability to capture much **richer** detail of customer- and country-specific behavior without the costs of manually defining detailed rules.

Read the whitepaper »

Sample Inc. | System: PRD
Oil and Gas Industry

| INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | PROCURE TO PAY | NEXT STEPS |

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ALL FIGURES | DETAILS

Procure to Pay

Business Key Figures	Your Value	Industry Benchmark		
		Bottom 25%	Median	Top 25%
ℹ️ MM invoice items blocked for payment	19.842.761 invoices	418.708	20.525	5.884
ℹ️ Overdue open vendor items FI-AP	1.089 open items	22.316	3.641	797

What's next ➡️

1 🔍 Business Process Improvement for Procure to Pay ❯

2 🔄 Innovation Recommendations for Procure to Pay ❯

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ALL FIGURES | DETAILS 1/2

Procure to Pay

Findings
What we measured

19.842.761
MM invoice items blocked for payment

KPI Catalogue »
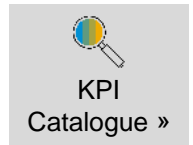
0-3 months old	4-11 months old	12+ months old
56.872	18.214.968	1.570.921
0%	92%	8%

Implication
Understand the problem

- Vendor invoices are blocked for payment
- Blocked invoices may not be paid with the payment run
- Cash discount could be lost

Possible Approaches
Improve or innovate

- Determine which of the invoices with a payment block still have to be released and paid
- Clean up and eliminate process obstacles
- Optimize Financial Supply Chain and Invoice Management

Back to all figures »

What's next

➊ Business Process Improvement for Procure to Pay ›

➋ Innovation Recommendations for Procure to Pay ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS
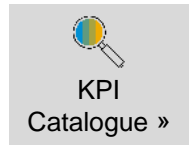
ALL FIGURES | DETAILS 2/2

Procure to Pay

Findings
What we measured

1.089
Overdue open vendor items FI-AP

KPI Catalogue »

0-3 months old	4-11 months old	12+ months old
58	990	41
5%	91%	4%

Implication
Understand the problem

- The vendor payment net due date is already overdue incl. 2 fiscal years in the past
- Vendors are not paid on time
- This could lead to lose the cash discount

Possible Approaches
Improve or innovate

- Determine which of these open vendor items still need to be paidDefine a procedure to clean up open itemsOptimize Financial Supply Chain and Invoice Processing

Back to all figures »

What's next →

1 Business Process Improvement for Procure to Pay ›

2 Innovation Recommendations for Procure to Pay ›

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

1. Identify root-causes and proactively control and improve your business processes
With tools and services included with SAP Support*

Business KPI Trees with SAP Solution Manager 7.2

Illustrative customer example

- Days Payable Outstanding (DPO) indicates how many days on average a company pays off its accounts payables during an accounting period.

- There are different influencing factors and dependencies to DPO which should be make transparent and tracked. Only with transparency the required decisions can be taken. DPO shows the true average payment terms granted to a company by its suppliers. The higher the ratio, the better credit terms a company gets from its suppliers with impact on the companies cash flow.

- With SAP Solution Manger such a KPI tree can be defined and tracked.

Watch Overview Video »

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

ANALYSE YOUR PROCESSES | MEASURE THE IMPROVEMENT

2. Monitor progress: Track the impact of your improvement projects and compare to baselines and defined thresholds
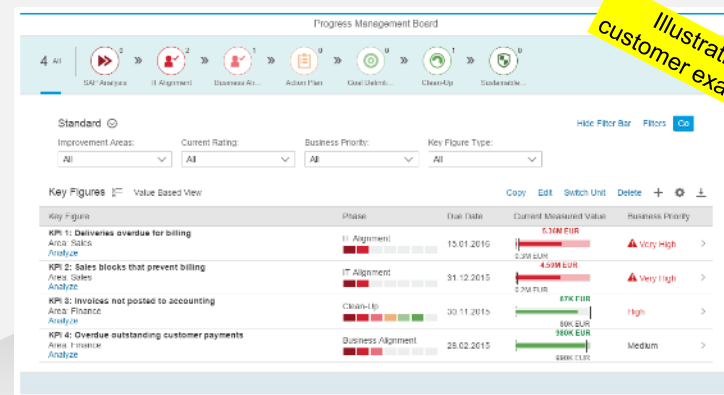From a single source on your desktop or tablet. No manual data collection anymore.

**Track your progress along defined business goals:
Actual values, thresholds, progress and remaining gaps**

Quick and powerful overview about the current status
and progress of Business KPIs in real-time:

- Always up-to-date without additional effort

- Accessible on desktops and mobile devices

- Illustration of KPI dependencies

- Tracking along organizational structures

- Restricted access based on authorization

- Drill-down to the individual documents

Next Steps »

Illustrative customer example

	Key Figure	Current	Baseline	Δ Baseline	Last Month	Δ Last Mo...	Target	Δ Target
	Deliveries overdue for Billing more than 1 year Area: S/4 HANA Analyze	**506** Deliveries 24.07.2017	**885** Deliveries 01.01.2017	▽ -43%	**581** Deliveries	▽ -14%	< 100 Deliveries	△ +406%

Progress Management Board

* All these functions are already included in your SAP Enterprise Support agreement with no additional costs.

Sample Inc. | System: PRD
Oil and Gas Industry

INTRODUCTION | EXECUTIVE SUMMARY | RECORD TO REPORT | ORDER TO CASH | **PROCURE TO PAY** | NEXT STEPS

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | **INNOVATION RECOMMENDATIONS**

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Innovation Recommendations Summary for Procure to Pay

Optimize your ERP
Functional enhancements for SAP ERP and an improved user experience with SAP Fiori

Top enhancements:
- Contract Accounts Receivable and Payable
- Enterprise business-to-business order capture and billing
- Commodity pricing – basis, differentials, and premiums

Modern user experience for:
- Accounts Payable Accountant
- Cash Manager

Details »

- Many enhancements and SAP Fiori apps for the SAP Business Suite are are included with your underlying SAP software license and maintenance agreement*

Extend your current solution
Explore SAP Leonardo & cloud solutions

Top additional SAP cloud solutions:
- Travel and Expense Management
- Payroll Processing
- Payment Execution

Top SAP Leonardo recommendations:
- Planning, Budgeting, and Forecasting (Analytics CL)
- Profit and Cost Simulation
- Product Costing

Details »

- SAP Leonardo offers business process improvements based on the newest innovations like machine learning and Internet of Things (IoT)

Move to SAP S/4HANA
Build an intelligent enterprise with SAP S/4HANA and SAP Model Company

Top business scenarios:
- Accounts Payable
- Invoice Processing
- E-Invoicing

SAP Model Company

Details »

- SAP S/4HANA is the "digital core" natively supports the Internet of Things, Big Data, real-time analytics, mobile, business networks, and more

* Details can be found in SAP Note 152246 and http://news.sap.com/sapphire-now-sap-fiori-user-experience/

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Latest enhancements for your SAP ERP system
Top enhancements:

Enhancement Name	Industry Usage	Relevant Transactions
Contract Accounts Receivable and Payable	★☆☆	Recommended*
Enterprise business-to-business order capture and billing	★☆☆	Recommended*
Commodity pricing – basis, differentials, and premiums	★☆☆	Recommended*

Next Steps »

Increase the productivity of your end users
Modern user experience for:

Role Name	Industry Usage	Relevant SAP Fiori Apps
Accounts Payable Accountant	★★★	2
Cash Manager	★★★	Recommended*

SAP Fiori

Next Steps »

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

Sample Inc. | System: PRD
Oil and Gas Industry

| BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS |

| OVERVIEW | OPTIMIZE | EXTEND | MOVE |

Extend your solution with SAP Cloud solutions

Accelerate digital transformation by rapidly deploying SAP's cloud solutions

- Travel and Expense Management »
- Payroll Processing »
- Payment Execution »
- Invoice, Discount, and Taxation »
- Service Invoicing »
- Contract Invoicing »
- Invoice Digitization »
- Invoice and Taxation »

SAP Cloud solutions

Next Steps »

Extend your solution with SAP Leonardo

Integrate all your data – IoT, supply chain, product, and more

- Increase productivity and performance with agile planning, budgeting, and forecasting »
- Optimize profitability and resource allocation with profit and cost simulation »
- Get detailed, integrated insight into product costs and margins to maintain a profitable product portfolio »
- Use role based cockpits accelerate processing »

SAP Leonardo

Next Steps »

Sample Inc. | System: PRD
Oil and Gas Industry

BUSINESS KEY FIGURES | BUSINESS PROCESS IMPROVEMENT | INNOVATION RECOMMENDATIONS

OVERVIEW | OPTIMIZE | EXTEND | MOVE

Transform your core
Next-Generation digital business with SAP S/4HANA:

Business Scenario Name	Industry Usage	Relevant Transactions
Accounts Payable	★★☆	**20**
Invoice Processing	★★☆	**10**
E-Invoicing	★☆☆	Recommended*
Contract Accounting	★☆☆	Recommended*
Payments and Bank Communications	★☆☆	Recommended*
Financial Supply Chain	★☆☆	Recommended*
Invoice Management	★☆☆	Recommended*
Invoice Collaboration	★☆☆	Recommended*

Next Steps »

SAP Model Company: State of the art digital foundation
Realize your digital vision quickly based on proven best-practices:

- 'Procure to Pay' is the end-to-end process for effective buyer-supplier collaboration and compliant and efficient processes by automating communication between trading partners.

- Specifically in the Model Company for Oil & Gas there is a preconfigured process for 'Operated Venture Operations process'.

- There are steps available such as: Operated Cash Call, Receive Payment, Cost Allocation, Foreign Currency Valuation, Overhead Calculation, Cutback, Billing, Partner Netting

SAP® Model Company

More information »

- Predictable results through state-of-the-art architecture and best practices, proven end-to-end solutions and business and implementation guides

- Faster adoption through reduced complexity, ready-to-run appliances, and deployments of reference solutions

* Recommendations based on best practices, since we could not find any usage of standard SAP-transactions in your data to support a usage-based recommendation.

BUSINESS KEY FIGURES   BUSINESS PROCESS IMPROVEMENT   INNOVATION RECOMMENDATIONS

| OVERVIEW | OPTIMIZE | EXTEND | MOVE |

Traditional Scenario

- **Poor user experience** leads to lower adoption of procurement systems.
- Lack of visibility into buying process leads to **lost saving opportunities**

- **Poor approval processes**
- Slow and error-prone supplier communications

- **Manual** and error-prone processes
- Delayed payments due to **lack of receipts**

- **Physical invoices** or e-mail attachments requiring manual data entry
- Slow approvals leading to payment delays and missed discounts

- Proliferation of different payment terms
- Low acceptance of **discount offers**

- **Check-based payments** with low visibility, leading to large numbers of supplier calls
- Infrequent and **cumbersome payments** process

Request Goods and Services   **Order Goods and Services**   **Receive Goods and Services**   **Process Invoices**   **Optimize Discount and Payments**   **Make Payments**

The New World With SAP

- Access to an **online marketplace** provides a consumer-grade experience.
- **Guided buying** experience navigates users through proper buying channels, leveraging **preferred suppliers, pre-negotiated pricing, and in-context policies**

- Simple and streamlined **automated approvals from any device**
- **Automated, faster**, and consistent supplier connections

- **Streamlined receiving** processes
- **Automated three-way match** that enables efficient, error-free processing

- **Validated electronic invoices** that improve accuracy and reduce manual effort
- **Automated routing, alerts**, and reminders to help ensure timely approval and payment

- Small set of **standard payment terms** to help ensure seamless settlement
- **Holistic working capital strategy** for terms extension, static and dynamic discounts, supply chain finance programs, and payment channels

- **Electronic payments** with full visibility to related invoices and POs
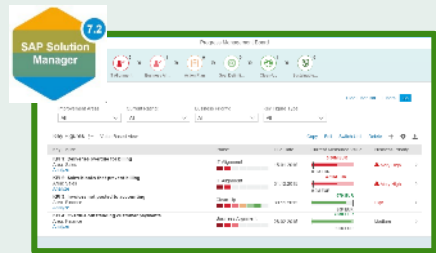- Payments process **optimized to capture discounts** and yield rebates, and maximize DPO

Read the whitepaper »

WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | EXTEND | MOVE

✔ NEXT STEPS:

The Intelligent Enterprise is on and we hope you found the recommendations relevant for discovering possibilities to improve your business.

The next steps below will provide some guidance on HOW you can move forward to further assess the different options and related business outcomes:

Review the business KPIs provided to understand **potential business impact** and **current practice**

Get a better understanding of backlogs and improvement potential **with "drill down" into the numbers** using SAP Solution Manager

Assess the different opportunities to improve your business processes: **enhancing** your current ERP solution, **extending** your current ERP solution, or **moving** to the next SAP Digital core

Review in the next slides, for each option, which services are **already included in your maintenance agreement** or **available to you from SAP DBS** to provide guidance, and safeguard your digital transformation journey

ENHANCE your current ERP — EXTEND your current ERP — MOVE to the new Digital Core

SAP Enterprise Support

SAP Digital Business Services

| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | EXTEND | MOVE |

▶ **LEARN MORE ABOUT:**

Watch this video to better understand how the Business Process Improvement capabilities from SAP Solution Manager can provide your business stakeholders with relevant information on the current health of core processes and monitor their progress with quantifiable KPIs.

Watch the video »
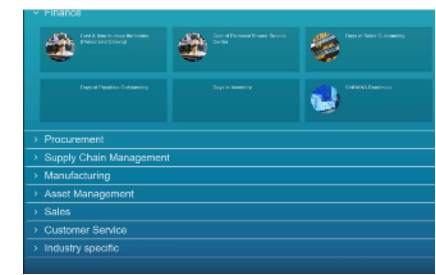
👤 **ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:**

Business Process Improvements Value Map

Leverage SAP Enterprise Support services to control template adherence to given standardized business processes and increase process efficiency. Furthermore you can reduce process costs, achieve faster period-end closing, improve working capital, ensure process compliance, improve the supply chain planning, improve data accuracy, increase technical performance, increase integration and process automation.

Discover the Value Map »

🏆 **ADDITIONAL OFFERINGS FOR BUSINESS PROCESS IMPROVEMENTS*:**

Premium Engagement Service for Business Process Improvement for SAP Solutions
- Initial process health check and mapping of Business Process Analytics key figures to customer business goals (e.g. perfect order fulfillment)
- Best practice implementation of Business Process Analytics and management tools for status and progress tracking in customer SAP Solution Manager

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map
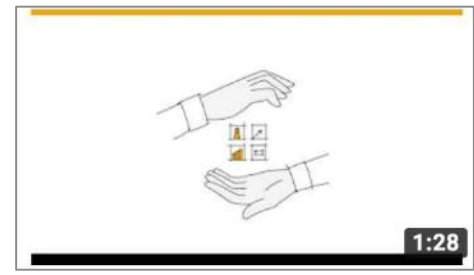
| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | EXTEND | MOVE |

▶ LEARN MORE ABOUT:

Get a quick introduction on what SAP Fiori apps are and how they can improve your business processes leveraging an enhanced business users experience.

Watch the video »

1:28

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Digital Innovation Value Map

Leverage SAP Enterprise Support to simplify the SAP Fiori adoption journey. Rapidly design, build, and deploy SAP Fiori apps for browsers and mobile devices and easily extend or build customized SAP Fiori apps with SAP developer tools and technology, give your users the best SAP user experience via SAP Fiori Cloud.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS*:

UX Design Services

Build role-based, custom solutions to bring your business monetary and human value and enhance user efficiency and effectiveness.

Mobile Engagement and Messaging Services

Extend your reach, innovate services, engage consumers, and speed decision-making with intelligent, interconnected services.

*SAP DBS Service offering, contract your SAP Services sales representative for more information

**Watch this video to learn about SAP Enterprise Support Value Map

Sample Inc. | System: PRD
Oil and Gas Industry

WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | **EXTEND** | MOVE

LEARN MORE ABOUT:

Watch this video to better understand how new Intelligent Enterprise powered by SAP Leonardo will help your business to improve and transform your business.

[Watch the video »](#)

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

Digital Innovation Value Map

Leverage SAP Enterprise Support services to discover and enable IoT business applications in the cloud. Securely integrate your cloud applications into your business landscape and empower your organization to build and scale a simple, personalized, and responsive user experience and discover Blockchain and Machine Learning technologies of SAP Leonardo.

Discover the Value Map »

ADDITIONAL OFFERINGS*:

SAP Leonardo

Unlock breakthrough innovation to resolve business challenges. Explore, prototype, and build market-ready solutions quickly.

Cloud Professional services

Use flexible, value-driven expertise to craft a road map, execute migration, and manage your hybrid or cloud infrastructure securely.

Consulting Services for the Internet of Things

Create and execute a successful Internet of Things or machine-to-machine (M2M) communication strategy, road map, and ..

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map

| WHAT'S NEXT? | GET TRANSPARENCY | ENHANCE | EXTEND | MOVE |

▶ LEARN MORE ABOUT:

Watch this video to better understand how the Digital core of the new Intelligent Enterprise SAP S/4 HANA will help your business to improve and transform your business.

Watch the video »

SAP S/4 HANA
The Next Generation Business Suite

ALREADY INCLUDED IN SAP ENTERPRISE SUPPORT:

SAP S/4HANA on premise Value Map

Leverage SAP Enterprise Support services to learn how to create your own product map and build your own business case based on your own system data. Plan your own digital transformation journey with SAP tools, products and services, discover the business value of SAP HANA and SAP S/4HANA and learn about new innovations, understand how to leverage SAP Activate framework and Best Practices to implement a successful SAP S/4HANA Project.

Discover the Value Map »

🏆 ADDITIONAL OFFERINGS*:

SAP Model Company

Kick-start your digital transformation with prepackaged solutions of tailored, ready-to-use functionality delivered as a service.

SAP Advanced Deployment

SAP Advanced Deployment provides customers with support throughout the entire deployment lifecycle of SAP S/4HANA.

Value Assurance

Follow a systematic approach to quickly implement SAP S/4HANA or SAP Business Warehouse with minimal risk and at a lower cost.

*SAP DBS Service offering, contract your SAP Services sales representative for more information   **Watch this video to learn about SAP Enterprise Support Value Map

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THE BEST RUN SAP