Westernacher
NONSTOP INNOVATION

From Data to Decisions:
Real-Time Insights and Sustainability with SAP

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Westernacher
NONSTOP INNOVATION

Your speakers

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Who we are
Leading in digital supply chain

Organic, continuous and sustainable growth

1100+	**€125M**	**100%**	**55+**	**30**	**net 0**
Experts	Revenue	Employee-owned	Years of innovation	Years as an SAP partner	Carbon neutral

Cross-solution expert knowledge in end-to-end processes and digital supply chain

SAP Westernacher Consulting Digital Supply Chain Appreciation Award 2022 SAP Deutschland SE & Co. KG

Pioneer in S/4HANA ERP & Finance

1st in EWM

TM Pioneer

1st in Yard Logistics

Analytics & Planning pioneer

Manufacturing cloud innovations

SAP Competency Level "Expert" in Enterprise Resource Planning, Supply Chain Management, BTP

Whom we serve
Our deep industry expertise – our customers' success

Automotive

Industrial Machinery & Components

Logistics Service Providers

Consumer Goods

Retail & Wholesale

Life Sciences

Chemicals, Raw Materials, Oil & Gas

#	Agenda
1	**Welcome & why Analytics matters**
2	**Live walkthrough: SAP Analytics Cloud**
3	**GreenToken in Action**
4	**SAC × Signavio: bridging insight & process**
5	**Customer case: "Forest-to-Product transparency"**
6	**Interactive Q&A & key takeaways**

Welcome & Why Analytics Matters

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*"**Change** has never moved **this fast,**

and it **will never move this slowly** again."*

Bill McDermott

Challenges of Today
The New Normal in our Digital Age

Tolls

Supply Chain Disruptions

Fast-moving & digitalized (AI) business world

Volatile markets

Global Competition

Regulatory Changes

Sustainability

Resource Allocation

Employee Engagement

Sustaining Improvements

Company Culture

Organizational Commitment

Adoption & Scalability

Challenges of Today
Demand Effective Action

Increase Efficiency, Reduce Costs

Cost pressure and a shortage of skilled labor demand to increase efficiency of supply chains, e.g. via extensive use of automated solutions & AI.

Adapt to Market Conditions

Volatile customer demands and supply chain disruptions mean that the resilience and flexibility of processes need to be strengthened.

Ensure Process Compliance

To stay compliant in increasingly more regulated supply chains requires data-based monitoring and steering through informed decision-making.

Strengthen Competitiveness

Accelerated transformation of supply chains require firms to use digital technology to remain competitive within their ecosystem.

Business Analytics

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Analytics @ Westernacher
Transform your data to your business advantage with SAP

Learn how Westernacher can support you in taking the next step in Analytics
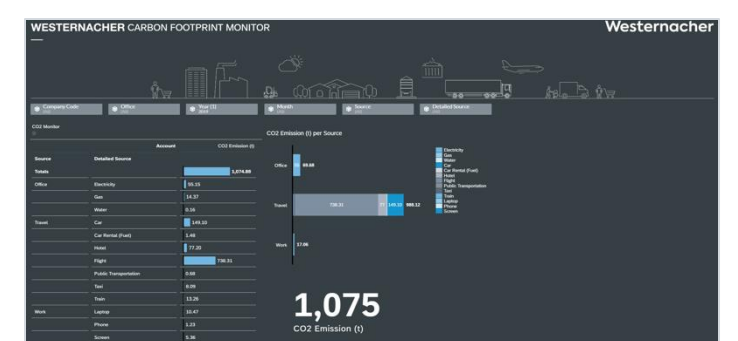
Supply Chain Dashboarding

Financial Planning with SAC

Sustainability Analytics

Live walkthrough: SAP Analytics Cloud

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SAP Analytics Cloud
Live Walkthrough

DEMO

Landing Page - Stories - SAP Analytics Cloud

TTTech – Connectivity and Safety Platform Specialist
Increased Productivity

TTTech

> **> 50**
> single spreadsheets eliminated from the planning & reporting process ✓

> **> 20**
> days of efforts saved in the controlling team per year within the planning & reporting process ✓

> **>20%**
> faster planning cycle turnaround within SAP Analytics Cloud tool ✓

> **>75**
> planners who benefit from the solution ✓

Immense
amount of savings in the consolidation process within the SAP Analytics Cloud tool.

GreenToken in Action

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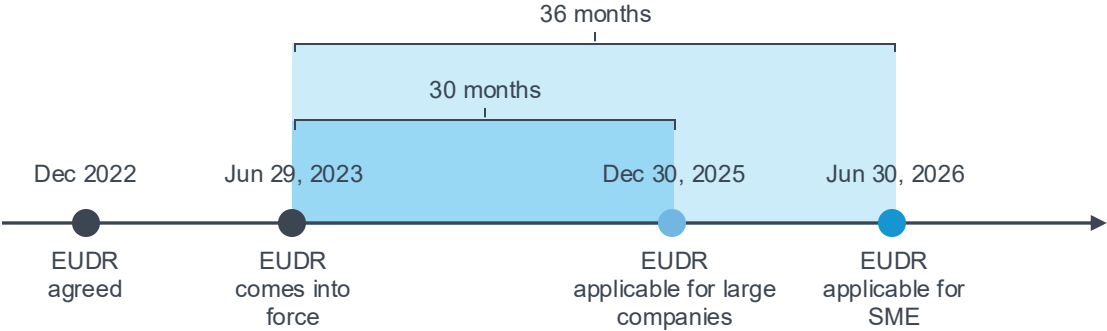# Scope and Timeline of EUDR
Until the end of 2025 to comply

Scope

Initially affects any large company importing or exporting the below commodities and derivates in scope. SMEs are initially not included until June 2025.

Commodities and derivates in scope:

- **Cattle**
- **Palm Oil**
- **Wood**
- **Cocoa**
- **Rubber**
- **Soy**
- **Coffee**

Timeline

From December 30, 2025 - Mandatory
Fines of **up to 4% of EU annual turnover** for non-compliance from this date onwards (large companies only).

```
                              36 months
                    30 months
Dec 2022    Jun 29, 2023         Dec 30, 2025    Jun 30, 2026
EUDR        EUDR                 EUDR            EUDR
agreed      comes into           applicable for  applicable for
            force                large           SME
                                 companies
```
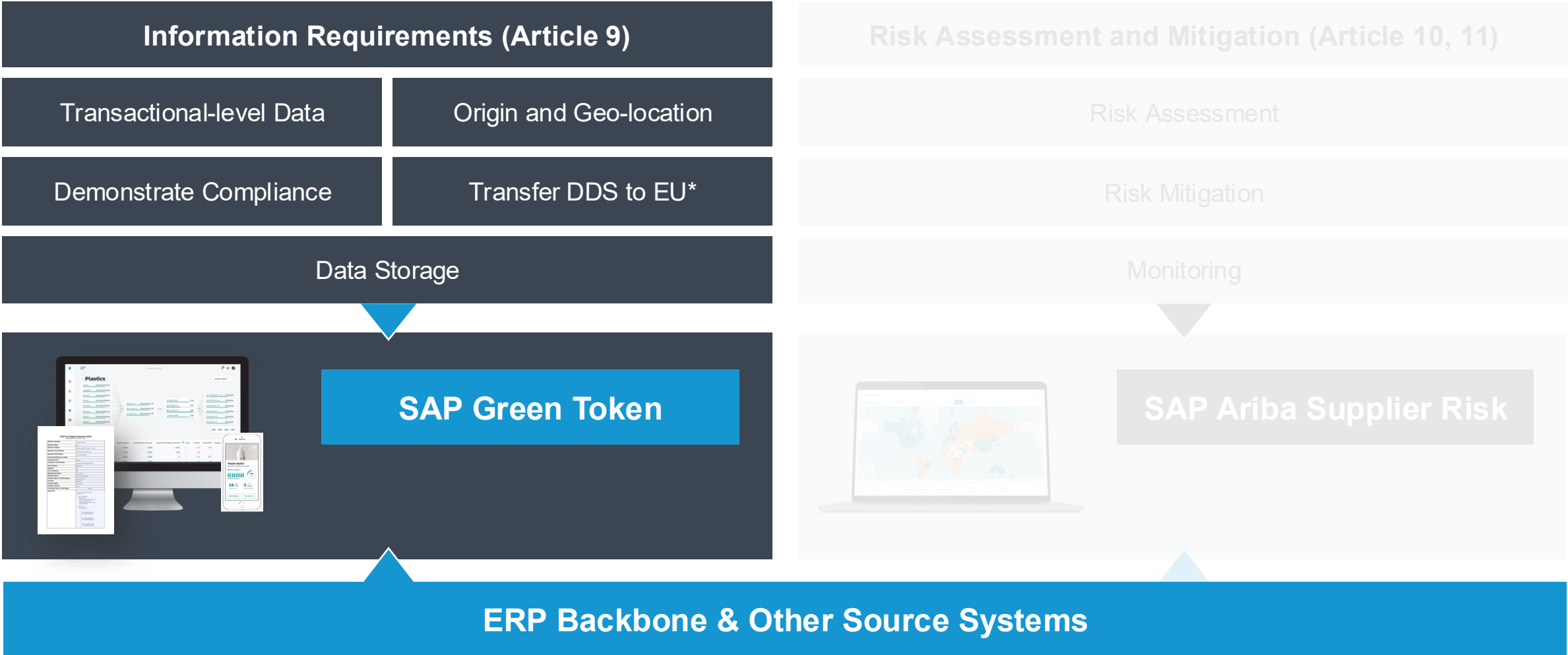
Example of derivative products:

- Leather, Meat
- Cocoa butter, Chocolate
- Coffee, Coffee substitutes containing coffee
- Palm nuts, Palm oil derivatives, Glycerol

- Pneumatic tyres and inner tubes, Apparel made with vulcanised rubber
- Soy beans, Soy-bean flour and oil
- Fuel wood, Furniture, Casks, Pulp and paper, Printed books

SAP Solutions to Support EUDR Compliance
Zooming in on EUDR's Two Components

Information Requirements (Article 9)		Risk Assessment and Mitigation (Article 10, 11)
Transactional-level Data	Origin and Geo-location	Risk Assessment
Demonstrate Compliance	Transfer DDS to EU*	Risk Mitigation
Data Storage		Monitoring

SAP Green Token

SAP Ariba Supplier Risk

ERP Backbone & Other Source Systems

* API will be delivered when EU Database is released

SAP Green Token
Combining three innovative principles

Tokenization

Data   Associated   Token

1 Token

Material Plastic Waste	CO$_2$ Footprint 0.2	Production Date 11/01/2023
Qty 1 kg	ISCC+ Cert A123XX5678	Unique ID X123YY465
Origin Singapore	Producer Location Hub A	Material Source PCR

Example

A unique digital twin of the physical material capturing and tracing multi-facts across the supply chain

SAP HANA

Token   SAP HANA

Stores data on audit logs

Digital tokens are securely stored in SAP HANA audit logs, capturing every material movement and transaction for full traceability.

Secure, immutable tracking of all transactions using SAP HANA audit logs.

Mass Balance
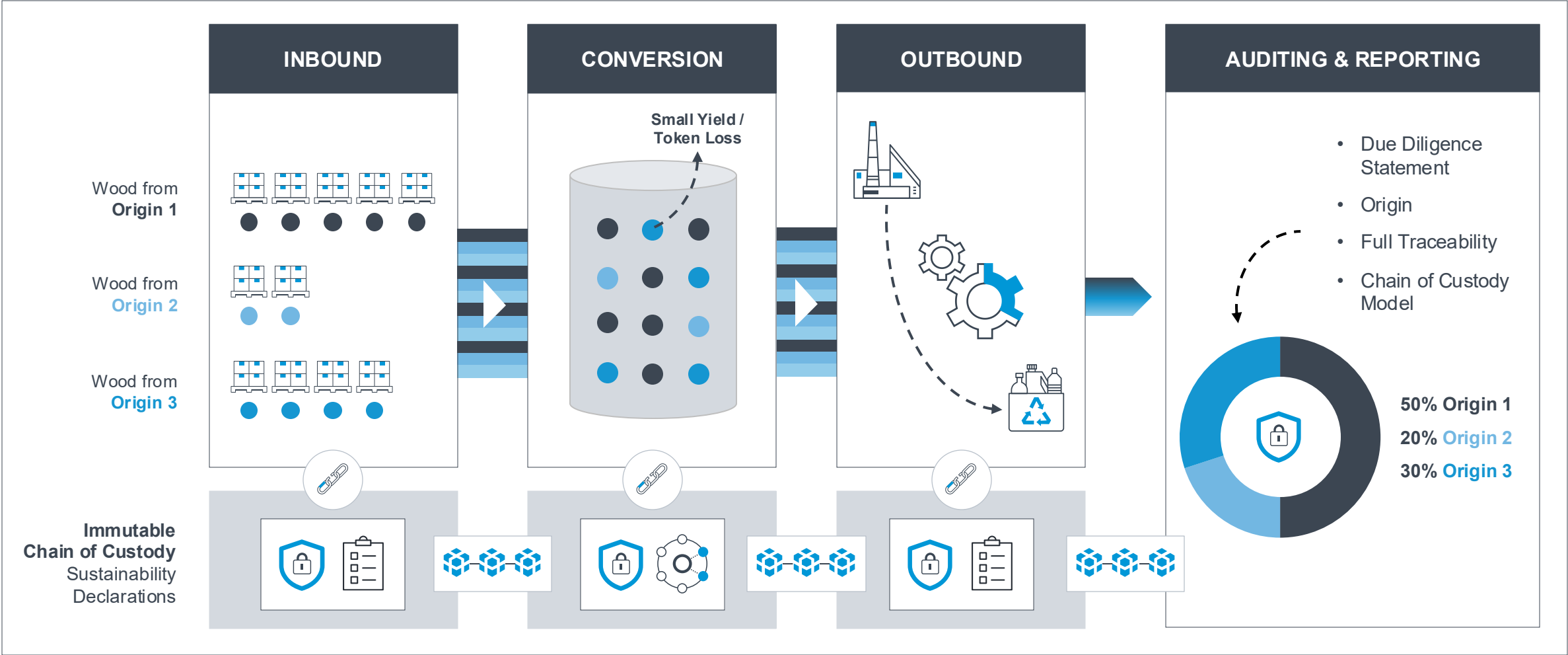
In   Out

Material Conversion

Mass Balance

Segregated accounting to facilitate traceability of commingled and continuously processed materials

SAP Green Token for
EUDR Deforestation-Free Wood

Tokenization | **SAP HANA** | **Chain of Custody Model**

INBOUND	CONVERSION	OUTBOUND	AUDITING & REPORTING

Wood from **Origin 1**

Wood from **Origin 2**

Wood from **Origin 3**

Small Yield / Token Loss

- Due Diligence Statement
- Origin
- Full Traceability
- Chain of Custody Model

50% Origin 1
20% Origin 2
30% Origin 3

Immutable Chain of Custody Sustainability Declarations

SAP Green Token
Architecture

SAP Backend Systems

Green Token
Network Member

Legacy Systems like SAP ERP 6.0ff	S/4 (OnPrem)	S/4 (Cloud)	S/4 (OnPrem)
SAP Process Integration	SAP Cloud Platform Integration	OData API	OData API

Non-SAP Backend Systems

Non-SAP Backend
Custom Integration

SAP Green Token Network (BTP)

		Connector Service	Connector Service

Open Network Layer

SAP Green Token Backend (REST API)	SAP Green Token Backend (REST API)	SAP Green Token Backend (REST API)	SAP Green Token Backend (REST API)

	SAP Green Token Backend (REST API)

SAP HANA on Audit logs

SAC × Signavio: bridging insight & process

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Process Analysis with SAP Signavio
Setting the tone

Challenges

- Visibility into actual operations
- Inefficiencies in business processes (delays, long lead times)
- Process compliance
- Understanding the root cause of an issue
- Visibility into areas of improvement
- ROI value analysis of process optimization

Benefits

- Gain visibility into the real process execution and process inefficiencies
- Connect with SAC and get recommendations for improvements
- Pinpoint improvement potential and decide upon transformative changes
- Gain visibility into process paths that lead to cumbersome experiences
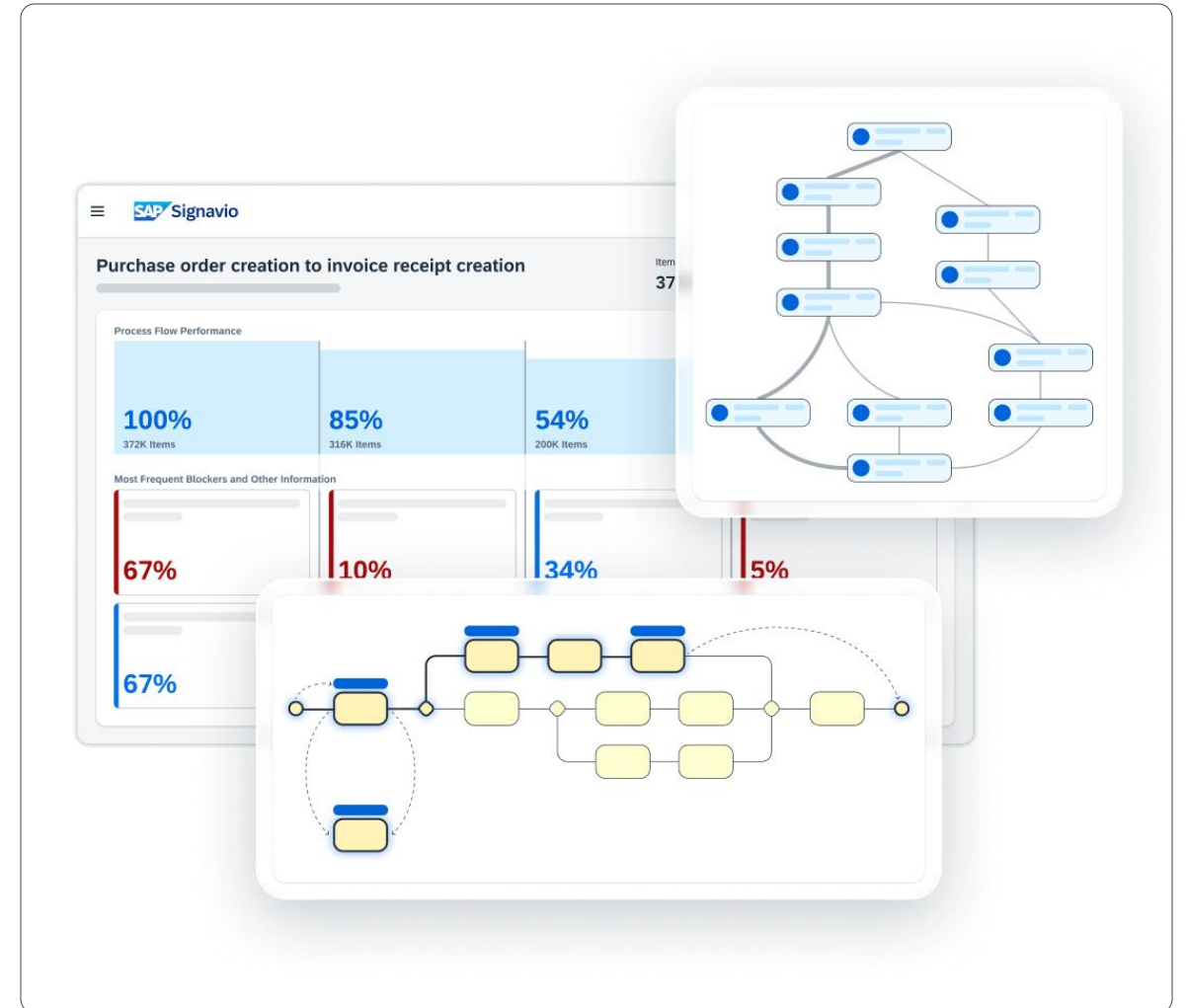
Process Analysis with SAP Signavio
Solution Brief: Process Insights

Description

Signavio Process Insights **transforms raw data** of standard SAP process flows into **digestible** and **actionable** insights. With **visualization tools**, it empowers teams to efficiently uncover trends, inefficiencies, and **make data-driven decisions** to strive towards operational excellence. A comprehensive **view of process performance** facilitates **continuous improvement**, **accountability** for this improvement, and **intra-organizational transparency**.

Capabilities

Process flow and performance indicator analysis provide **quick and real-time insight into key blockers and issues**

Built-in **root-cause analysis tools**. Understand not just what is happening, but why it is happening, for the most **targeted and efficient improvements**

Range of processes and **Lines of Business as entry-points** with the option to **extend the analysis** by connecting Process Intelligence*

Automated correction recommendations to quickly gain value and **focus on improvement potentials** rather than data collection only
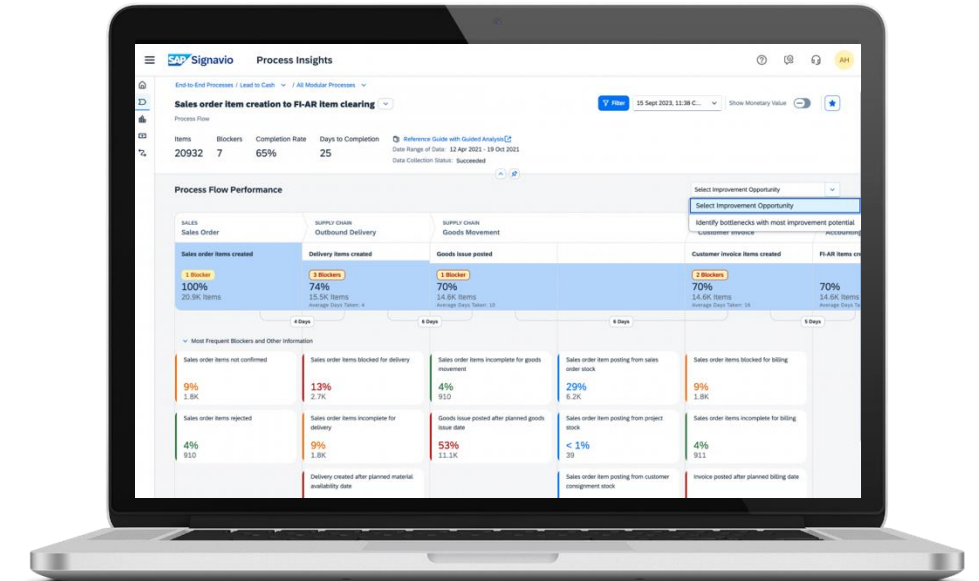
Dynamic, data-driven interface that highlights critical process performance metrics.

*SAP Signavio Plug & Gain

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Process Analysis with SAP Signavio
Solution Brief: Process Intelligence

Description

SAP Signavio Process Intelligence is a **process mining** tool utilizing a data-driven approach to **analyze event logs** from information systems to **visualize, monitor, and optimize business processes**. It helps to gain insight into actual **process execution** and specifically details to how processes operate, **identify inefficiencies, deviations, and bottlenecks**, and provides **insights for process improvement.**

Capabilities

In-depth **process analysis** through process mining using **productive data from any ERP system***

Process discovery to bring transparency to actual process execution incl. desired **process paths, variants** and **blockers**

Conduct **conformance checks** and compare productive process execution to **external** and **internal process benchmarks**

Support **continuous improvement** initiatives by tracking process performance with **fully customizable dashboards**
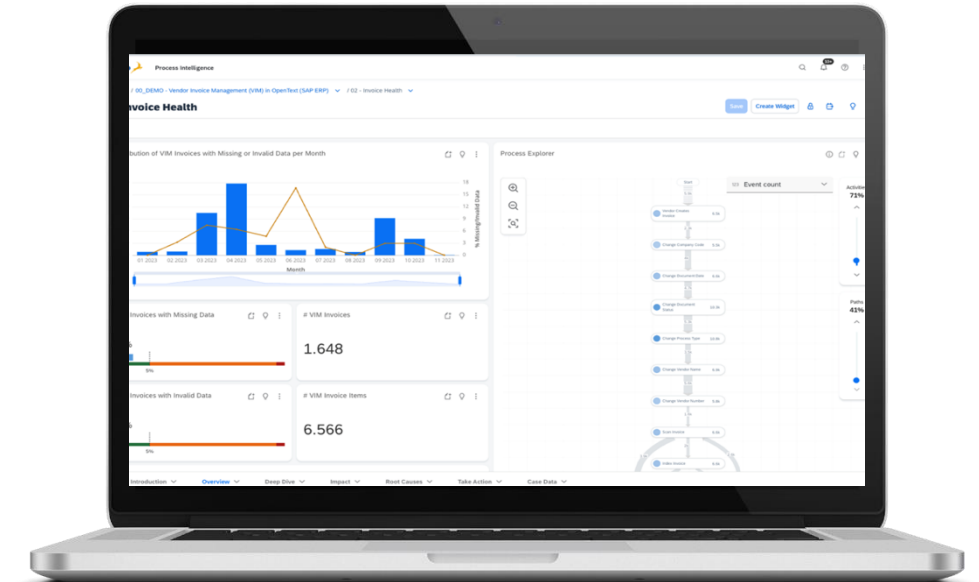
Next-generation process mining at scale, delivering powerful, fact-based insights into potential risks and ongoing improvement opportunities.

*Prerequisite: system contains data on ERP objects with documented timestamps

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Customer Case – Chemicals Industry, Sweden
SAP Signavio Process Analysis Case by Westernacher

Industry: **Chemicals** • Department: **Finance/ Sales** • Region: **Sweden/ Global** • Products: **PROCESS INSIGHTS** **PROCESS INTELLIGENCE**

$1.8M Total Potential Value	**$93.5K/y** Total Potential Value on WC	**Up to 40%** Improved FTE Productivity	**Up to 30%** Increased Automation Rate

Key challenges

- Uncover detailed process inefficiencies
- Understand why process problems occur
- Identify process variations
- Identify and break silos
- Make data-driven process decisions with confidence
- Ensure process compliance
- Empower process team and foster collaboration

Solution

Run in-depth process analysis via SAP Signavio Process Intelligence and SAP Signavio Process Insights, leveraging Westernacher's Time-to-Value solution as baseline, covering:

- Process Discovery
- Process Conformance
- Custom Dashboards
- Live Insights
- Automated Insights & Actions
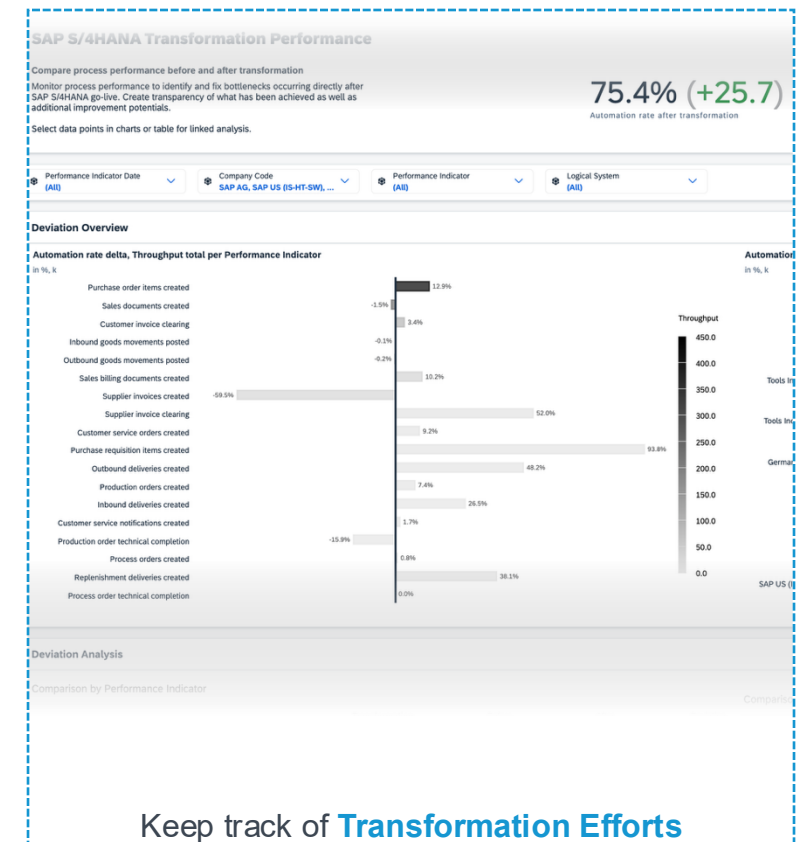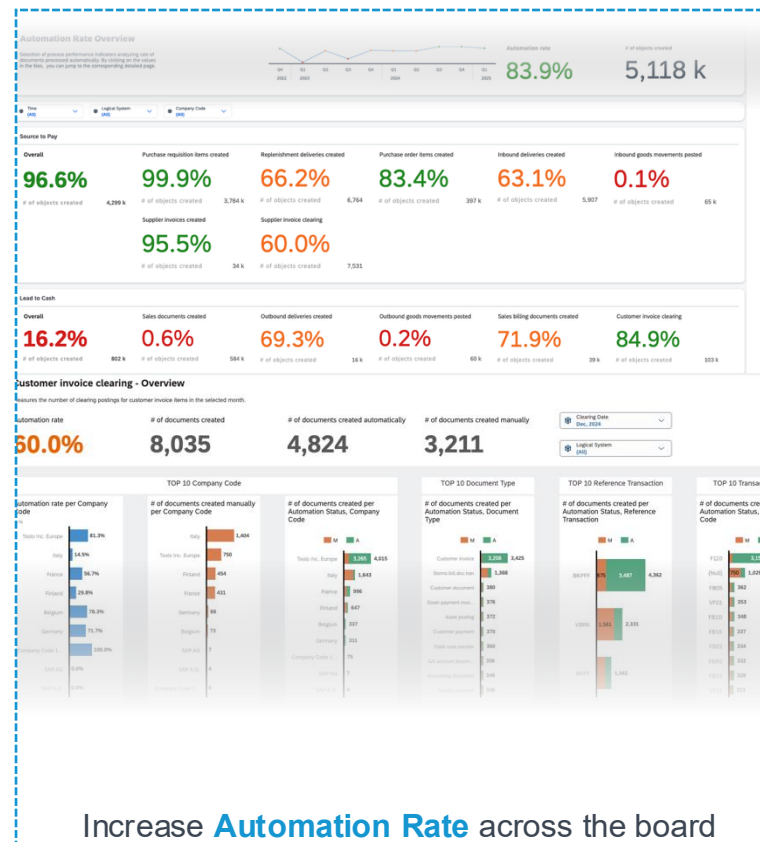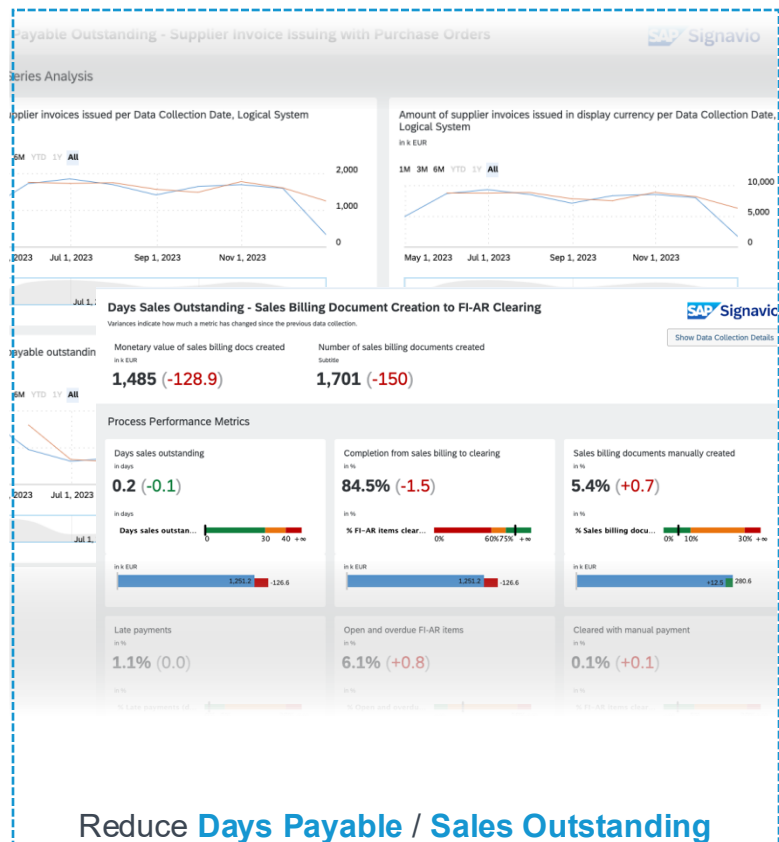
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Next-Level Process Data Analysis
Turning Real-Time Process Deep-Dives into Predictive Forecasting

Identify where inefficiencies lie within business processes…

Get a clear picture of how processes work…

Discover areas for process automation and standardization…

Improve compliance by aligning workflows with governance frameworks…

SAP Signavio
Process Insights
Process Intelligence

SAP Analytics Cloud

… and then **analyze** why performance metrics fluctuate

… and then **forecast** future trends and business scenarios

… and connect process insights with **financial and operational planning**

…and **enable data-driven decision-making** across the business

Next-Level Process Data Analysis
Look-and-feel of SAP Signavio x SAP Analytics Cloud

SAP SIGNAVIO X SAP ANALYTICS CLOUD

Reduce **Days Payable** / **Sales Outstanding**

Increase **Automation Rate** across the board

Keep track of **Transformation Efforts**

Customer case: "Forest-to-Product transparency"

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Modernizing Planning & Reporting
SAC @ Forest Industry Client

Client Context
Global Forest Products Manufacturer

Industry Snapshot
- Sector: forest products — pulp/fibre, paperboard, tissue, wood products
- Commercial model: B2B export-heavy, multi-region customer base
- Regulatory & sustainability exposure; traceability expectations

Supply Chain Footprint
- Footprint: multi-plant network across EMEA with global distribution
- Inbound: timber/fibre sourcing with seasonality & long lead times
- Outbound: truck/rail/sea; long distances, multi-leg, port operations
- Measurement: multi-UoM (m³, tonnes, reels/sheets, pieces)

Business Areas
- Business Areas as per product groups
- Pre-project IT: BA-specific ECC systems with local reporting/process variants

Program at a Glance
Greenfield S/4 + SAC

Scope & Objectives
- Greenfield transformation to one S/4HANA instance for all BAs
- SAP Activate not used → higher need for internal governance & sequencing
- Target: harmonized core processes + unified planning & reporting

Solution Landscape
- S/4HANA (core), BW/4HANA (harmonization), SAC (reporting & planning), IBP (supply/demand)

Complexity Drivers
- Finance complexity: multi-currency, transfer pricing, intercompany flows
- Product cost & variance analysis across plants/BAs
- Logistics: allocation of transportation costs to customers/CoPA
- Multi business areas and cross functional calculated KPIs

Modernizing Planning & Reporting
SAC @ Forest Industry Client

The Method

- **Greenfield** S/4 transformation consolidating BA-specific ECCs → single S/4 common to all BAs
- **Non-Activate** approach (SAP Activate not used) → governance & sequencing challenges
- Greenfield sequencing: **Master Data & Business Processes first**; report design starts after

From Complexity

- Legacy ERP with **highly tailored logic** (7+ years)
- **Complex financial & operational reporting** in multiple currencies/units
- **No centralized planning hub** - Fragmented ownership & roles

Through Quality

- **Multi-layer architecture**: S/4HANA + BW/4HANA + SAC
- Complex **data harmonization** (currencies, units)
- Financial Planning in SAC- SAC integrated with IBP & S/4
- **Custom reports** (tailored, not out-of-the-box)
- Data quality surfaced via **SAC reporting**

To Control

- **One platform for planning + reporting**
- **Improved data visibility**, variance analysis
- Planning workflows, versioning, simulations
- **Easy integration** with SAP stack
- **Strong visualization** and data-driven transparency

Modernizing Planning & Reporting
SAC @ Forest Industry Client

Key Lessons

- Complex reporting reveals **data quality issues** in S/4 → users often blame SAC, root cause is upstream

- Many **stakeholders** lacked deep business knowledge → fear of decision-making caused delays

- **Complex reports** without *testability* = low adoption

- Users were surprised: "Why isn't the report used more?" → reports were too complex

- Greenfield Transformation: design reporting only **after** MD & process design are stable

- **Release strategy**: start with data validation reports, then layer complexity

Best Practices

- **Wave 1**: Start with *simple data validation reports* → build trust in data, identify S/4 gaps

- **Wave 2**: Gradually layer in complexity, once data is stable

- **Build a Monitoring App**: Show where data comes from, how it's calculated

- **Clarify Ownership Early**: Who signs off decisions? Avoid vendor-vs-customer mode

- **Plan for Iterations**: Expect feedback loops—plan for rework

- **SAC Strengths**:
  - Seamless SAP integration (S/4, BW/4, IBP)
  - Advanced planning: versioning, simulations, collaborative planning

Interactive Q&A & Key Takeaways

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Q&A

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