



Collaborative Planning with SAP

Overview

Product Management , SAP
October 2019

Public

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Agenda

Introduction

SAP Analytics Cloud Planning – Overview

Collaborative Enterprise Planning

Hybrid Planning

Roadmap

System Demo

Agenda

Introduction

SAP Analytics Cloud Planning – Overview

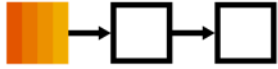
Collaborative Enterprise Planning

Hybrid Planning

Roadmap

System Demo

Evolution of Decision Making



Linear

-
- Historical
 - Static
 - Top-down & costly



Dynamic

-
- Self service
 - Fast iterations
 - Distributed

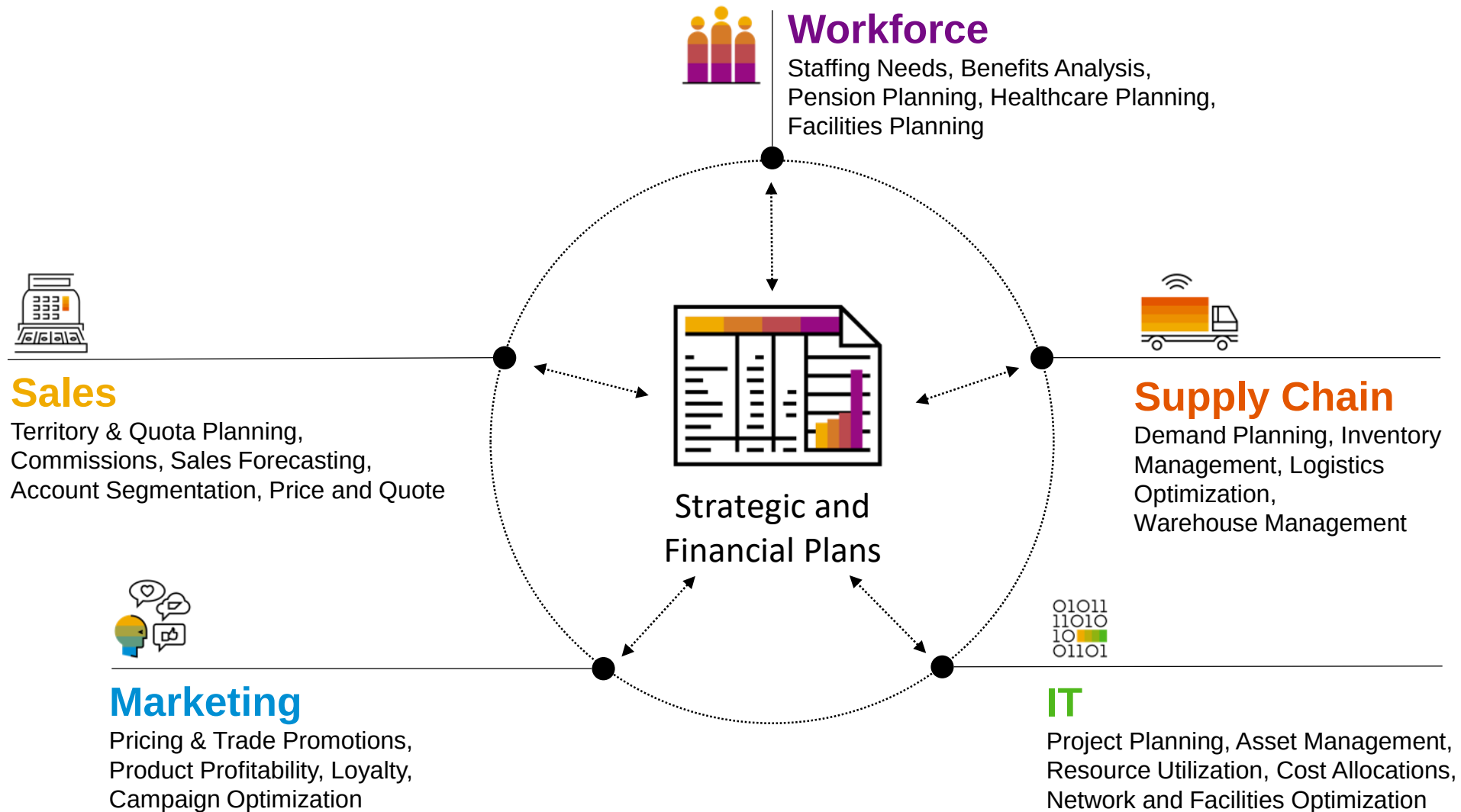


**Augmented &
Decentralized Decisions**

-
- AI-driven
 - Instantaneous adjustments
 - Continuous



Collaborative Enterprise Planning

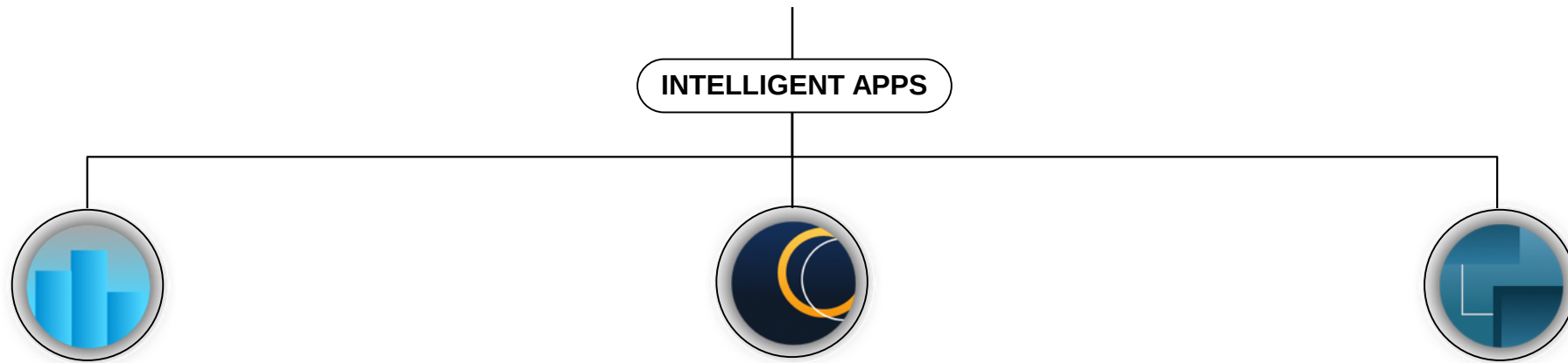


SAP HANA Cloud Services



SAP HANA Cloud Services

A single gateway to all your trusted data



SAP Analytics Cloud

Analytics technology – business intelligence (BI), planning, and predictive analytics – in a single solution

SAP Data Warehouse Cloud

End-to-end data warehouse in the cloud that combines data management processes with advanced analytics

SAP HANA Cloud

Manage your data storage, federation, and run powerful applications with the power of SAP HANA in the cloud

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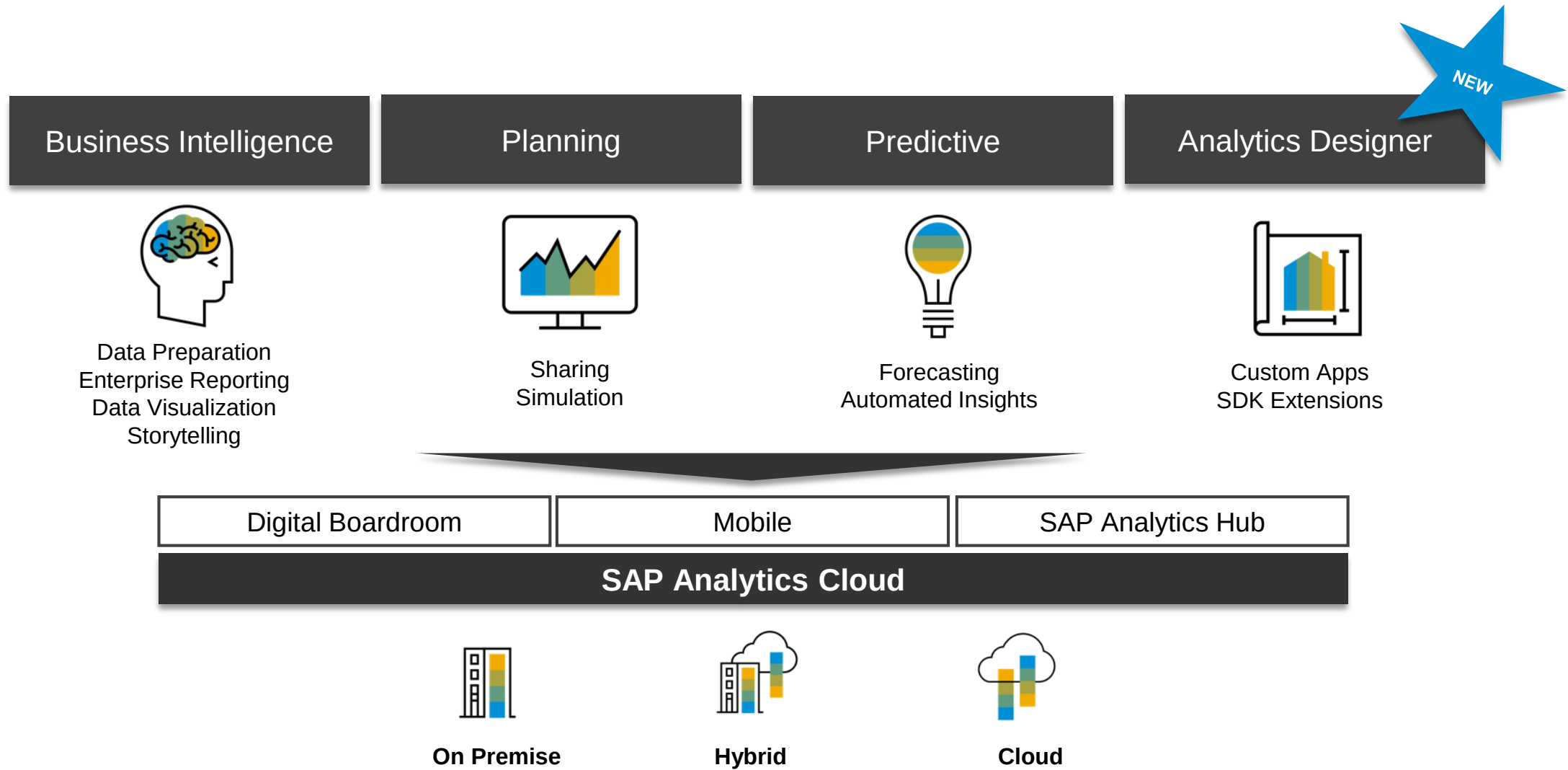
Collaborative Enterprise Planning

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System Demo

Analyze, Plan, Predict, and Report **all in One Place**



SAP Analytics Cloud for Planning

Model any planning situation from single user simulations to large, managed contribution scenarios

Intelligent decision-making platform

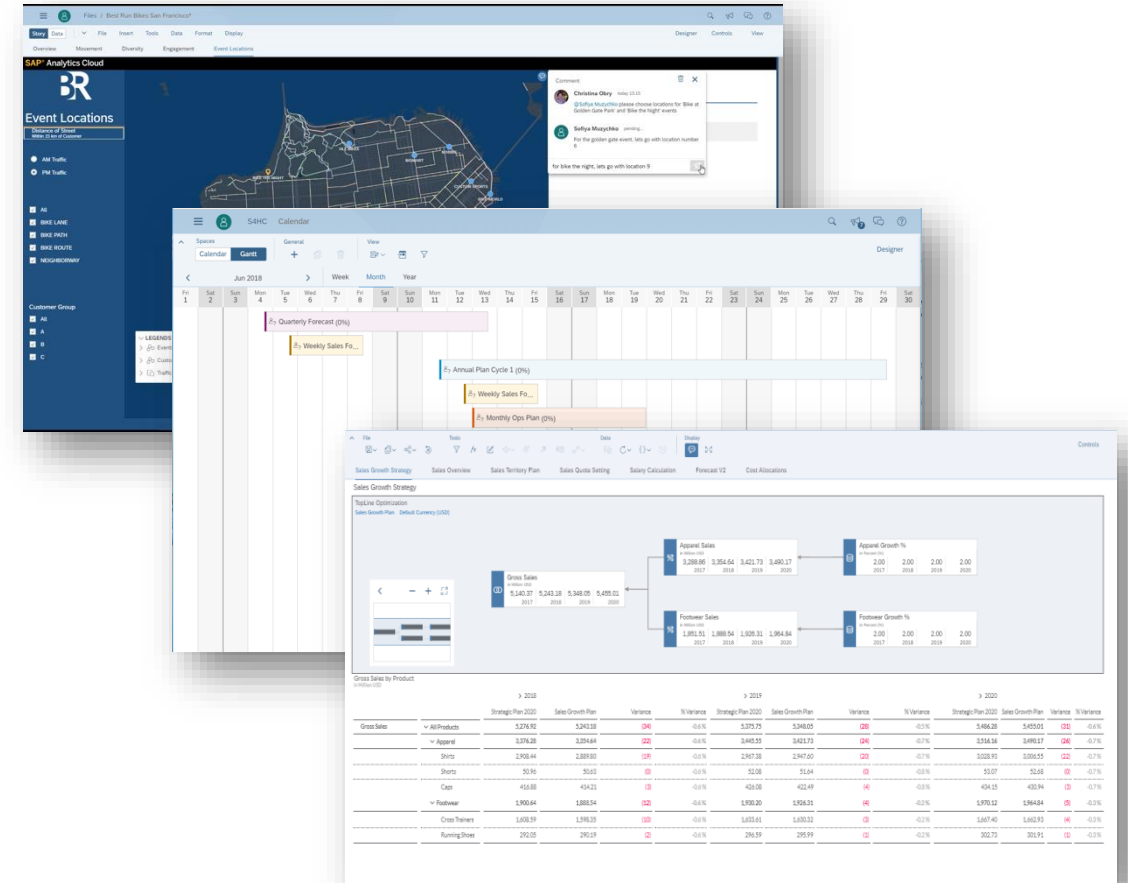
- Integrated BI, planning, predictive with native collaborative capabilities that all support and extend a natural, iterative, flexible planning process flow
- Discuss plans in context for increased accountability
- Leverage augment analytics and machine learning to improve forecast accuracy and decisioning making

Quick, accurate, and powerful plan construction

- Customized data spreading capabilities, unique simulation tools, private versioning, and robust scenario analysis all help facilitate a more considered and accurate planning process
- Initiate planning processes in-line, and crowdsource plans and budgets across the entire business to improve alignment and accuracy

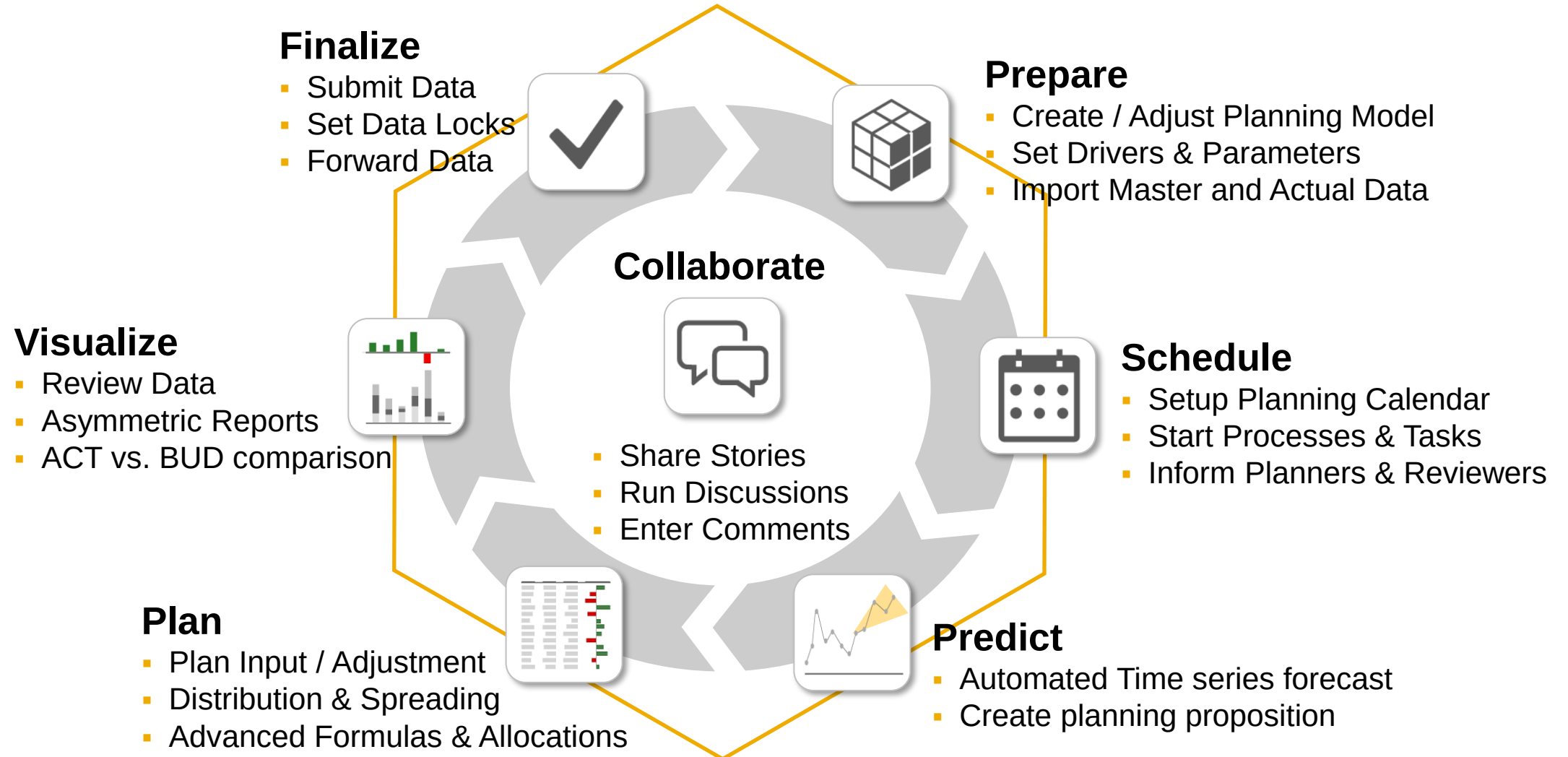
Accelerated Time to Value

- Best Practice content provides FP&A scenarios specific to planning for the Intelligent Enterprise with support for
 - P&L, Cashflow, Balance Sheet, and Project planning for S/4HANA Cloud
 - Workforce planning for S/4HANA Cloud and SuccessFactors



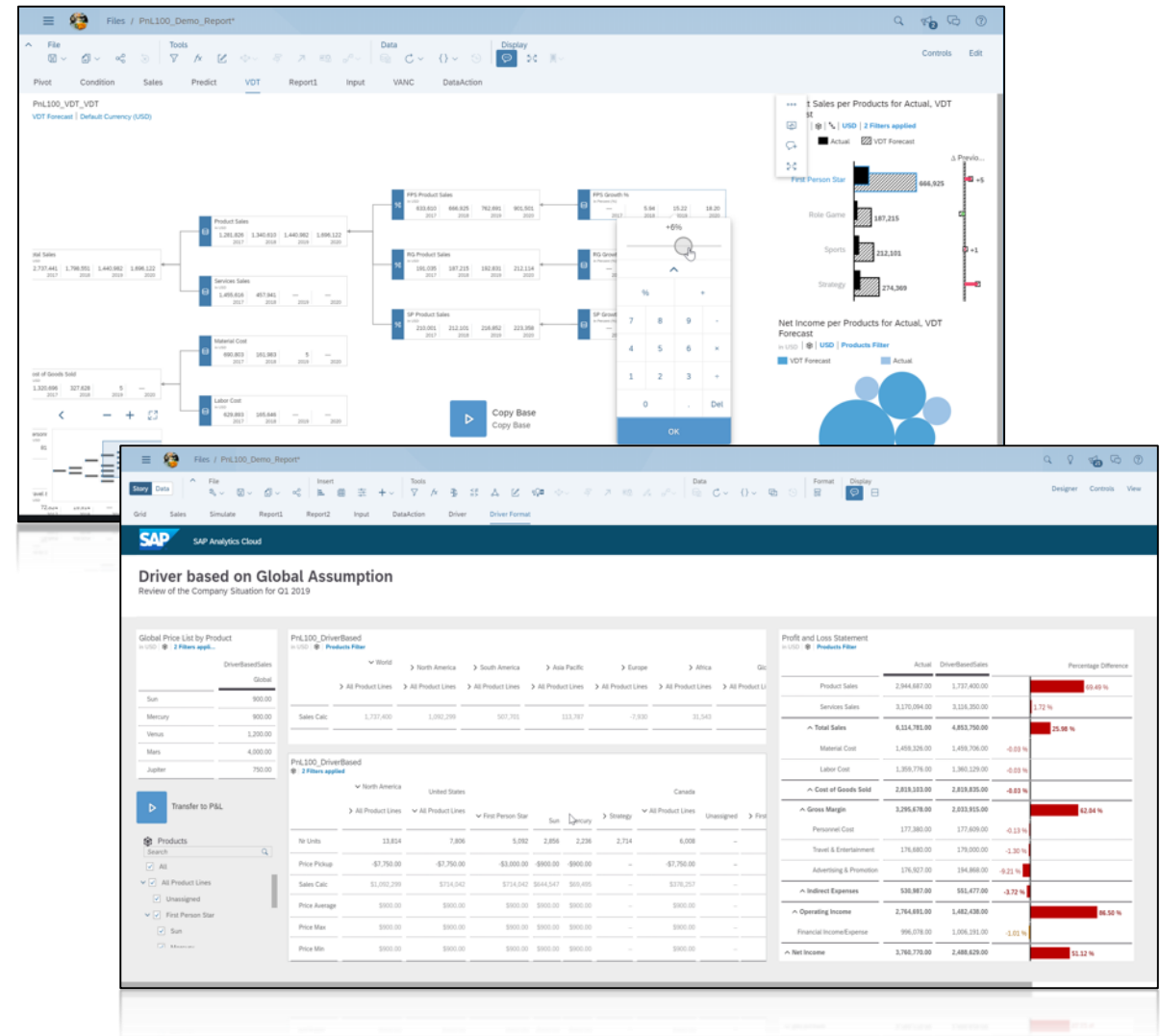
This is the current state of planning and may be changed by SAP at any time.

Planning Process



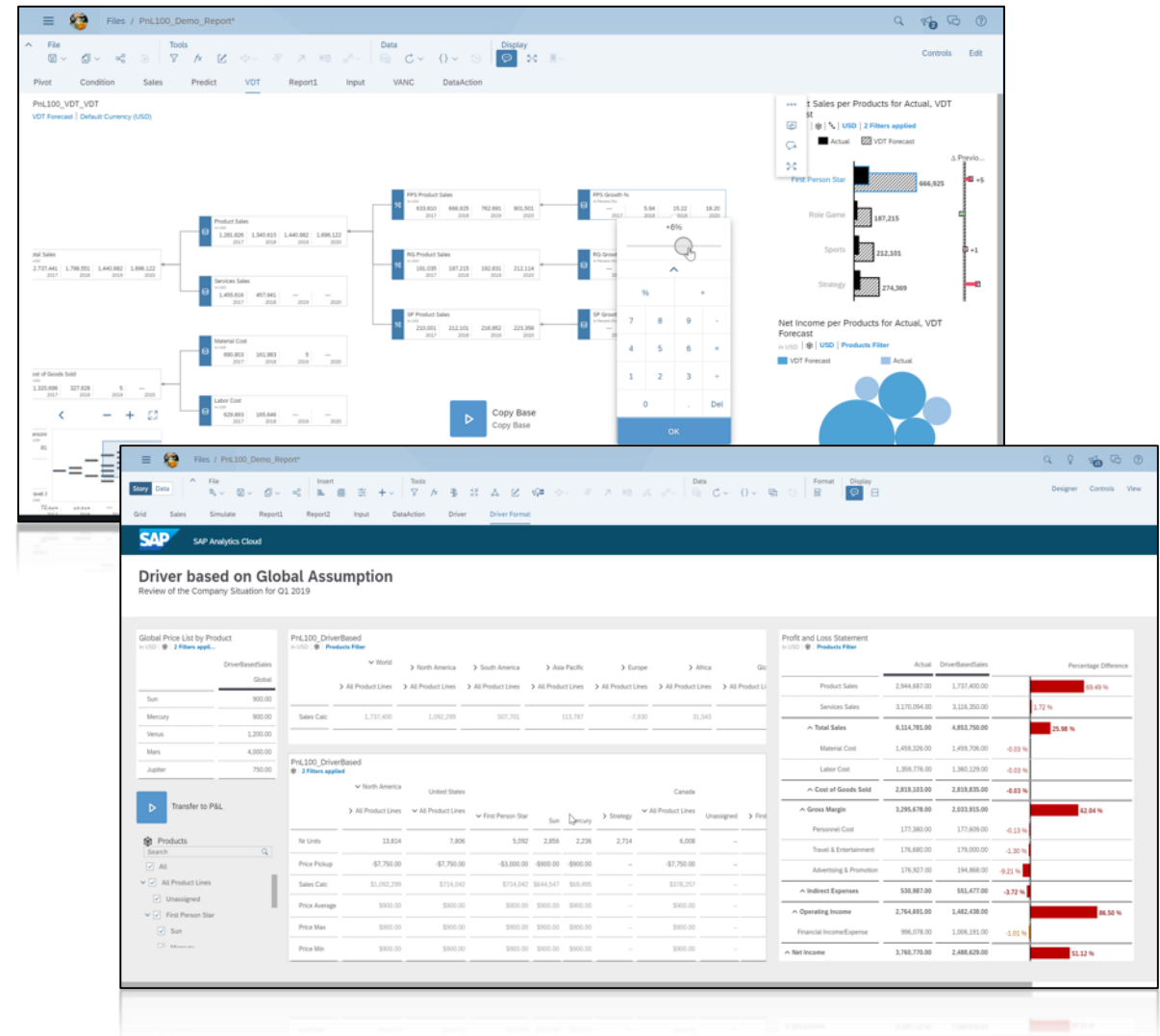
Planning | SAP Analytics Cloud

- ✓ Rich modeling
- ✓ Top-down, middle-out, or bottom-up planning
- ✓ What-if simulations
- ✓ Private versioning
- ✓ Driver based planning
- ✓ Predictive forecasting
- ✓ Value Driver Trees
- ✓ Collaboration and cell commentary
- ✓ Workflow and task assignment
- ✓ Cost allocations
- ✓ Performance and variance analysis reporting
- ✓ Excel integration for planning and analysis



Planning | SAP Analytics Cloud

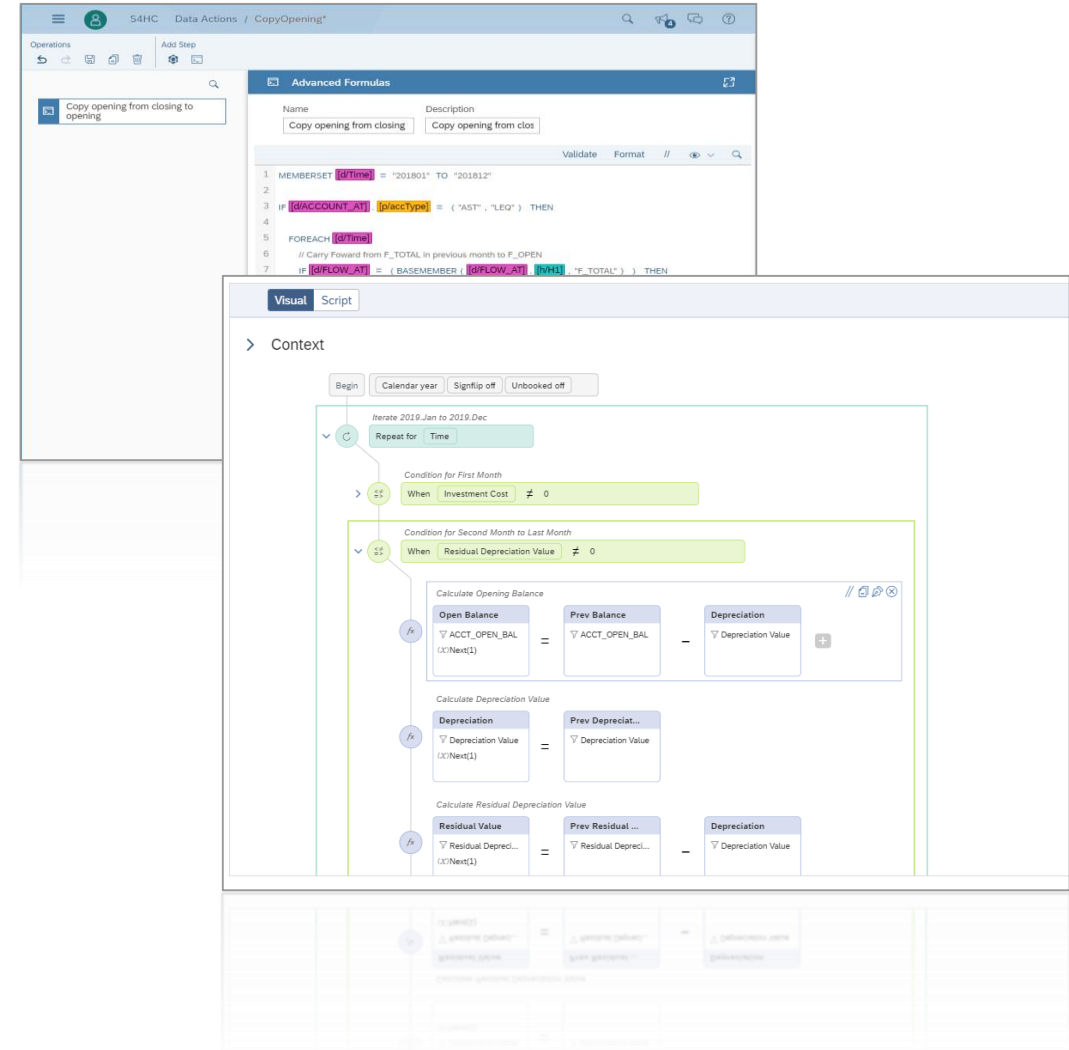
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- ✓ Cost allocations
- ✓ Performance and variance analysis reporting
- ✓ Excel integration for planning and analysis



Visual Formulas

Data Actions / Advanced Formulas

- Point and click interface to create calculations
- Drag and drop calculation order
- Include nested conditional logic, looping, and calculations as required
- Pivot from the visual editor to the script editor and see changes reflected in real-time



Calendar and Task Management

Create and manage complex, multi-step planning processes

Create and link multi-step tasks and process to form an overall planning process

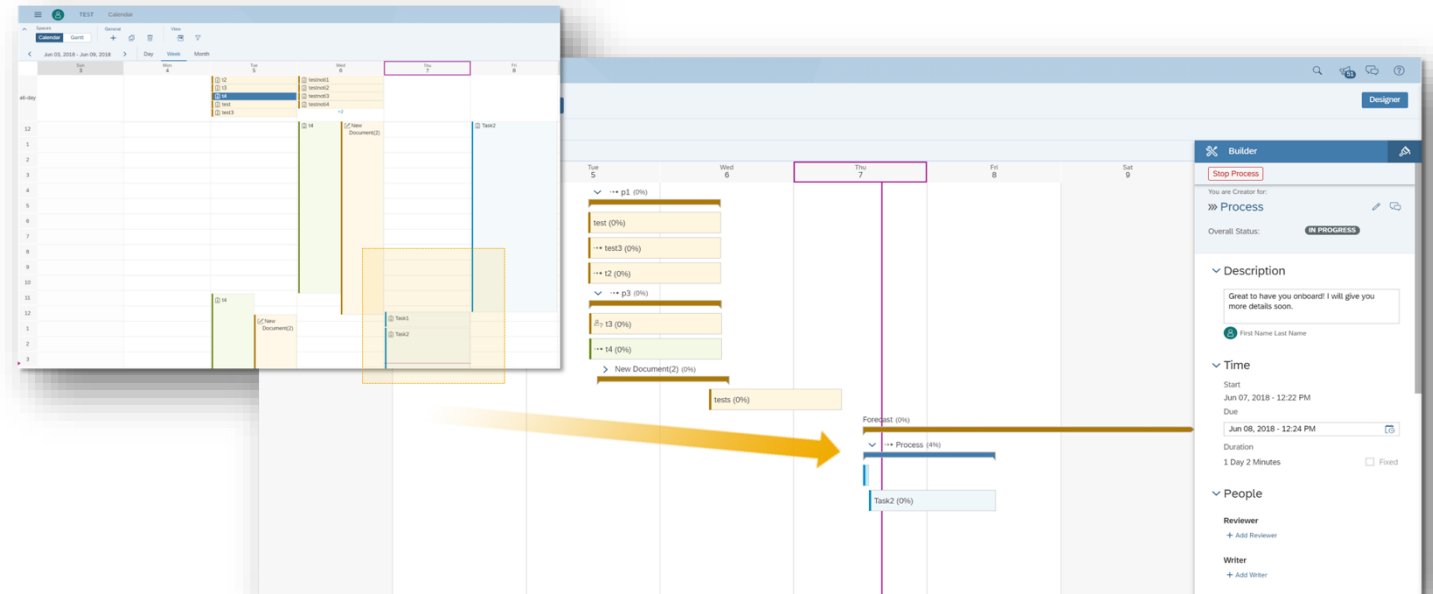
Add tasks and assign ownership and approval responsibility

Track key milestones and task progress either in calendar view or Gantt view

Wizard for generating calendar tasks & processes

Integration of Data Locking into the calendar

Context assignment for calendar tasks



SAP Analytics Cloud, add-in for Microsoft Office*

Slice and Dice SAP Analytics Cloud models in any Microsoft Office 365 version

Organize your data with Microsoft Office

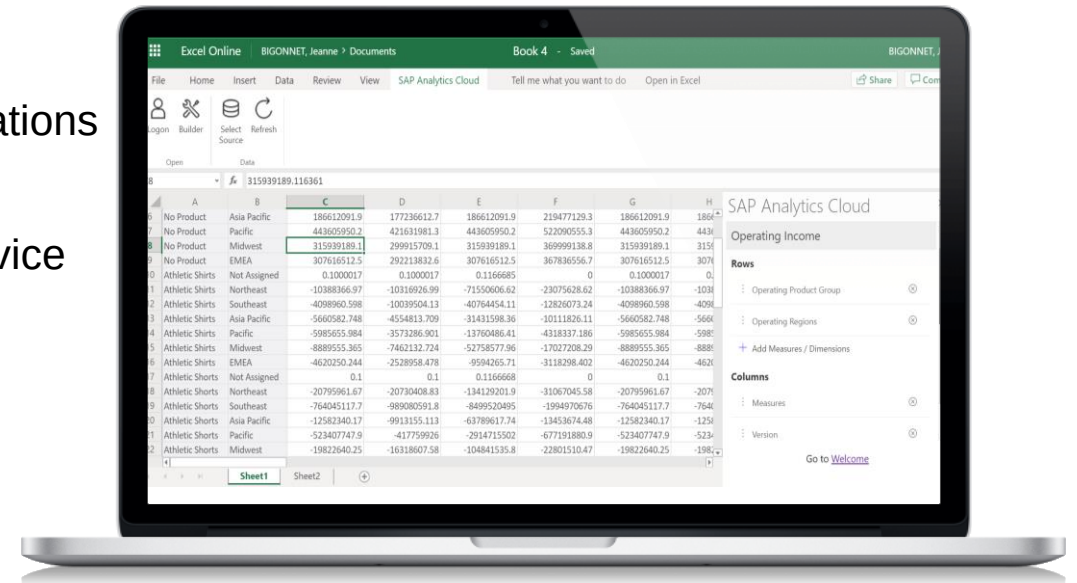
Seamless integration into SAP Analytics Cloud reporting and applications

Achieve the freedom of multi-device support

SAP Analytics Cloud add-in supported on any Windows or Apple device

Connect to any SAP Analytics Cloud data source

Fully connected with all SAP Analytics Cloud sources



**Restricted Beta start in Oct 2019*

Business content delivered by SAP

Line of Business

- Advanced Compliance Reporting
- Business ByDesign (Finance and Procurement)
- Environment, Health and Safety
- Finance
- Finance Contract Accounts (FI-CA)
- Finance – Live based on Semantic Tags
- Financial Consolidation S/4HC (BPE)
- Financial Planning & Analysis S/4HC (BPE)
- FI Operational Expense Planning
- Goods and Services Tax GST Analytics
- Human Resources (SuccessFactors)
- Human Resources Salary Planning
- Marketing
- Manufacturing S/4HC (BPE)
- Procurement
- Procurement S/4HC (BPE)
- Product Cost Planning
- Project and Portfolio Management
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Real Estate
- Sales and Distribution
- Sales Performance and Target Planning (CRM)
- Service Cloud Analytics (CRM)
- Solution Manager: Test Suite Analysis / IT Service Management Analytics
- Trade Management
- Travel & Expense (Concur)
- Vendor Management System (Fieldglass)
- Workforce Planning for S/4HC

Industry

- Banking
- Big Data Margin Assurance (Telco)
- Chemicals
- Consumer Products
- Engineering, Construction & Operations
- Health Care
- Insurance
- Mill Products
- Mining
- Oil & Gas
- Professional Services S/4HC (BPE)
- Public Sector
- Public Services: Higher Education and Research
- Retail (BPE)
- Retail (Model Company: Core Retail and Fashion)
- Rural Sourcing Management
- Utilities

Packages that include Planning:

- Finance
- Financial Planning & Analysis S/4HC (BPE)
- FI Operational Expense Planning
- Human Resources Salary Planning
- Product Cost Planning
- Project Budgeting & Planning S/4HC (BPE)
- Project Staff Planning
- Sales Performance and Target Planning (CRM)
- Travel & Expense (Budget Planning)
- Workforce Planning for S/4HC (BPE)
- Content for Revenue Planning, Cost Center Budgeting and Activity Planning for SAP S/4HANA

SAP® Analytics Cloud Content

Further information can be found in the following [blog](https://www.sapanalytics.cloud/learning/business-content/)
<https://www.sapanalytics.cloud/learning/business-content/>

Agenda

Introduction

SAP Analytics Cloud Planning – Overview

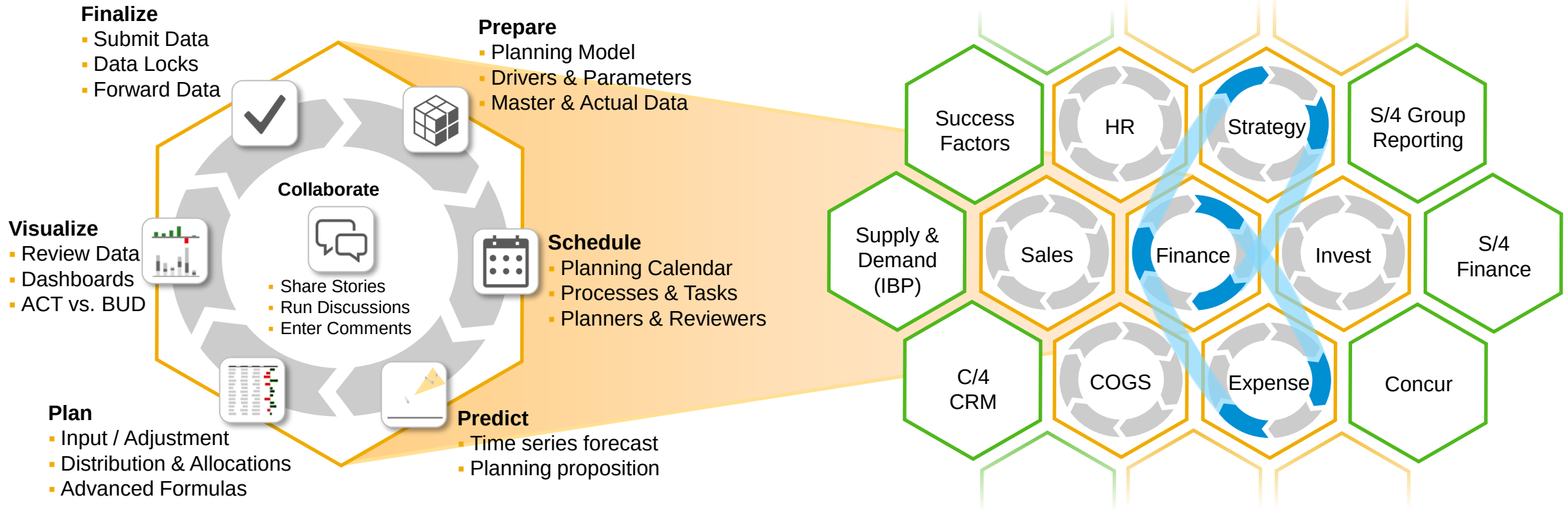
Collaborative Enterprise Planning

Hybrid Planning

Roadmap

System Demo

Collaborative Enterprise Planning



1

Crowdsource plans and budgets
across the organization to increase engagement and accuracy

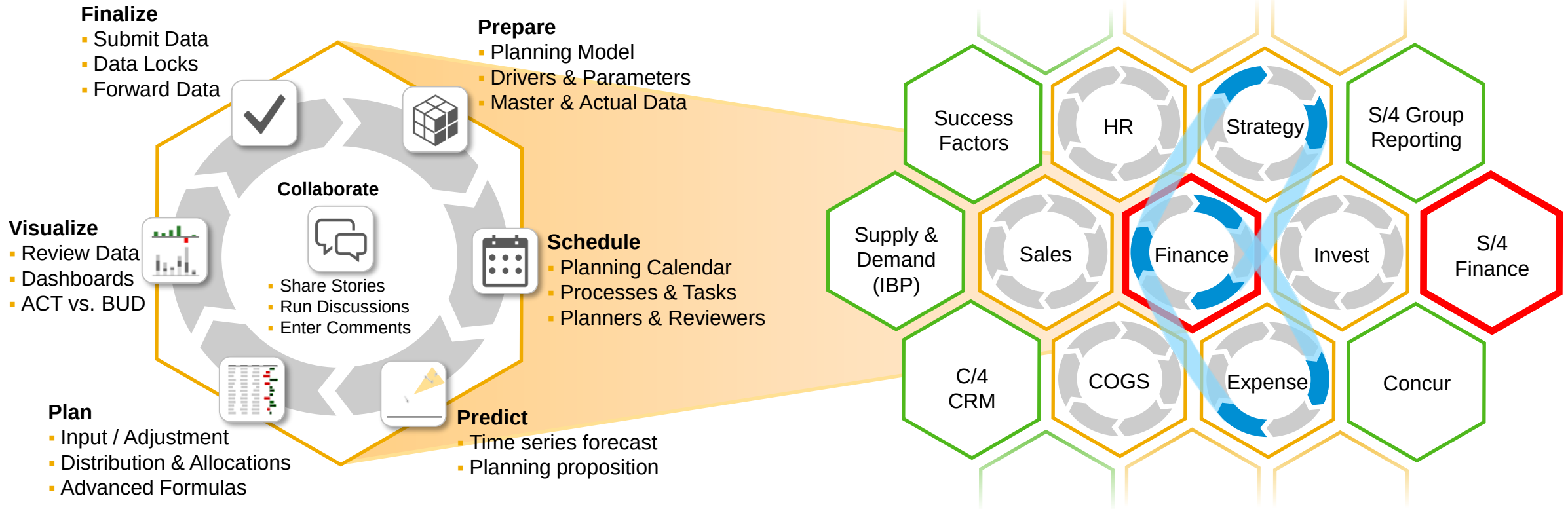
2

Link operational and financial planning
to improve alignment and performance

3

Embed within enterprise applications
for one source of the truth

Collaborative Enterprise Planning



1

Crowdsource plans and budgets
across the organization to increase
engagement and accuracy

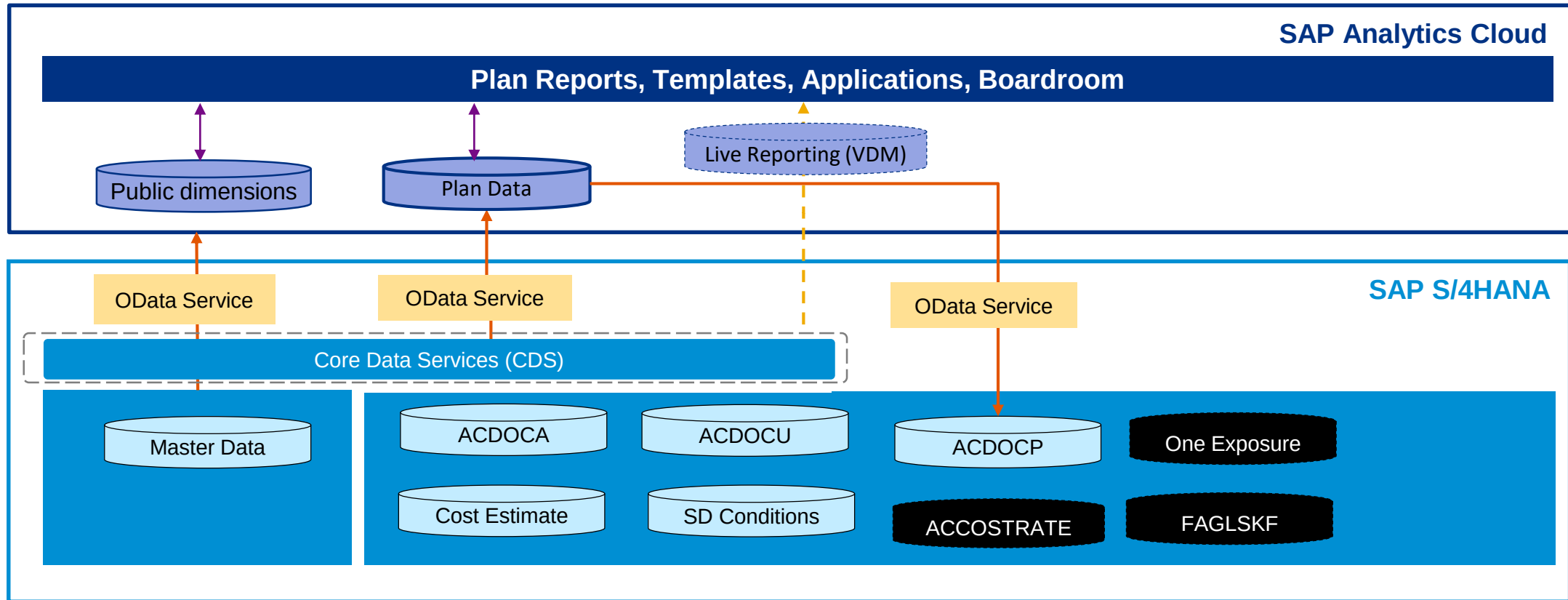
2

**Link operational and
financial planning**
to improve alignment and performance

3

**Embed within enterprise
applications**
for one source of the truth

S/4HANA Financial Planning – Architecture



Connectivity prerequisites can be found [here](#)

Financial Planning & Analysis for SAP S/4HANA

Best Practice Content for SAP Analytics Cloud

[Scope Item 1U8](#) / [2IJ](#) / [2EB](#)



Overview

Best Practices for Financial Planning & Analysis for SAP S/4HANA supports complete Profit & Loss, Balance Sheet, and Cash Flow planning based on structures and rules originating in S/4HANA

SAP Best Practices for analytics with SAP S/4HANA / SAP Financial Planning for SAP S/4HANA Cloud (2EB)

Description: Financial planning for SAP S/4HANA Cloud using SAP Analytics Cloud
Version: SAP S/4HANA Cloud
Language: English
Direct link to scope item: <https://api.sap.com/api/scopeitem/2EB>

Overview Details Configuration Used In

Financial Planning for SAP S/4HANA Cloud offers financial planning and analysis in SAP Analytics Cloud based on SAP S/4HANA Cloud financial structures. The solution includes a model, reports, and preconfigured integration jobs. The solution includes financial planning & analysis for Profit & Loss (including Cost Center and Profit Center planning), Balance Sheet, and Cash Flow. The solution includes a set of financial analysis reports to enable variance analysis, trend analysis, year-on-year reporting, and financial statement analysis. The model is shared with Financial Analysis (scope item 2IJ), so any investment you make in Planning and/or Analytics is shared across a broad set of financial views. For additional capabilities, please implement the 2IJ scope item for dashboards and the 1U8 scope item for real-time financial reporting.

- Business Benefits
- Software Product Version
- Key Process Flows

DETAILS

Test script
A procedure for testing the activated system according to the defined business process.

CONFIGURATION

Building Blocks

Name	Description
Import SAP S/4HANA Cloud Planning/analysis model into SAP Analytics Cloud (2U0)	
Import SAP S/4HANA Cloud Actual Financial data into SAP Analytics Cloud (2U1)	
Retract SAP Analytics Cloud Financial Planning data into S/4HANA Cloud (2U2)	The purpose of this report is to retract the data from SAP Analytics Cloud into S/4HANA Cloud.

SAP Best Practices

SAP S/4HANA
February 2019
English

Import SAP S/4HANA Cloud Actual Financial data to SAP Analytics Cloud
(Building Block Configuration Guide (2U1))

Filter building blocks by name

Assets

- Configuration guide
- Configuration guide
- Configuration guide

COST CENTER INPUT
Company Code: Company Code 1010 / Cost Center: Manufacturing 1 (DE), Manufacturing 2 (DE) / Trading Partner: Unassigned

COST CENTER	PROFIT CENTER	FUNCTIONAL AREA	GL ACCOUNT	Plan					
				Q4 (2019)	Q1 (2020)	Q2 (2020)	Q3 (2020)	Q4 (2020)	
Manufacturing 1 (DE)	Bike Parts	Production	Operating Expense	1,948,153	7,972,484	2,023,105	1,959,090	1,983,693	2,006,597
			Building Expense	0.71 Million	2.98 Million	0.79 Million	0.73 Million	0.73 Million	0.74 Million
			Depreciation & Amortization	0.92 Million	3.68 Million	0.88 Million	0.92 Million	0.94 Million	0.95 Million
			Employee Expense	199,006	842,370	231,565	203,196	202,635	204,575
			Other Operating Expense	0.11 Million	0.47 Million	0.13 Million	0.11 Million	0.12 Million	0.12 Million
Manufacturing 2 (DE)	Bicycles	Production	Operating Expense	2,058,996	8,016,855	1,787,870	2,011,652	2,096,569	2,120,765
			Building Expense	1.09 Million	4.09 Million	0.83 Million	1.03 Million	1.11 Million	1.12 Million
			Depreciation & Amortization	0.46 Million	1.84 Million	0.44 Million	0.46 Million	0.47 Million	0.47 Million

TIME & VERSION COMPARISON REPORT
Company: (All) / Cost Center: (All) / Profit Center: (All) / Functional Area: (All)

Column 1 Version: Column 2 Version: Column 1 Time: Column 2 Time:

GL ACCOUNT	Actual		Budget		Variance	Variance %
	Jan (Q1/2018) - Dec (Q4/2018)	Jan (Q1/2018) - Dec (Q4/2018)	Jan (Q1/2018) - Dec (Q4/2018)	Jan (Q1/2018) - Dec (Q4/2018)		
Operating Income	53,576,397	53,576,397	53,576,397	53,576,397	0.0 %	
Gross Margin	85,855,808	85,855,808	85,855,808	85,855,808	0.0 %	
Net Revenue	180,080,276	180,080,276	180,080,276	180,080,276	0.0 %	
Cost of Goods Sold	96,758,139	96,758,139	96,758,139	96,758,139	0.0 %	
Operating Expense	98,344,340	98,344,340	98,344,340	98,344,340	0.0 %	
Employee Expense	4,203,045	4,203,045	4,203,045	4,203,045	0.0 %	
Building Expense	18,855,808	18,855,808	18,855,808	18,855,808	0.0 %	
Depreciation & Amortization	25,984,207	25,984,207	25,984,207	25,984,207	0.0 %	
Other Operating Expense	5,865,705	5,865,705	5,865,705	5,865,705	0.0 %	

Revenue Planning for SAP S/4HANA

Business content for SAP Analytics Cloud

Overview

SAP Revenue Planning for S/4HANA supports organizational sales and revenue planning processes including price * quantity planning, and derived revenue and deduction calculations

The image displays three overlapping screenshots of the SAP Analytics Cloud interface, showing different views of the revenue planning data.

Profit and Loss View (Top Left): This view shows a table with columns for GL ACCOUNT, CUSTOMER, PRODUCT, and DATE. The data is organized by product (Perfect Hand Cream, Perfect Hand Cream 2, Perfect Nail Oil) and customer (Intelligent Systems). The table includes rows for Net Revenue, Gross Revenue, and Sales Deductions. The data is presented for the year 2019, with quarterly breakdowns (Q1, Q2, Q3, Q4).

Sales Deductions View (Bottom Left): This view shows a table with columns for CUSTOMER, PRODUCT, GL ACCOUNT, and DATE. The data is organized by product (Perfect Hand Cream, Perfect Hand Cream 2, Perfect Nail Oil) and customer (Intelligent Systems). The table includes rows for Gross Revenue and Sales Deductions. The data is presented for the year 2019, with quarterly breakdowns (Q1, Q2, Q3, Q4).

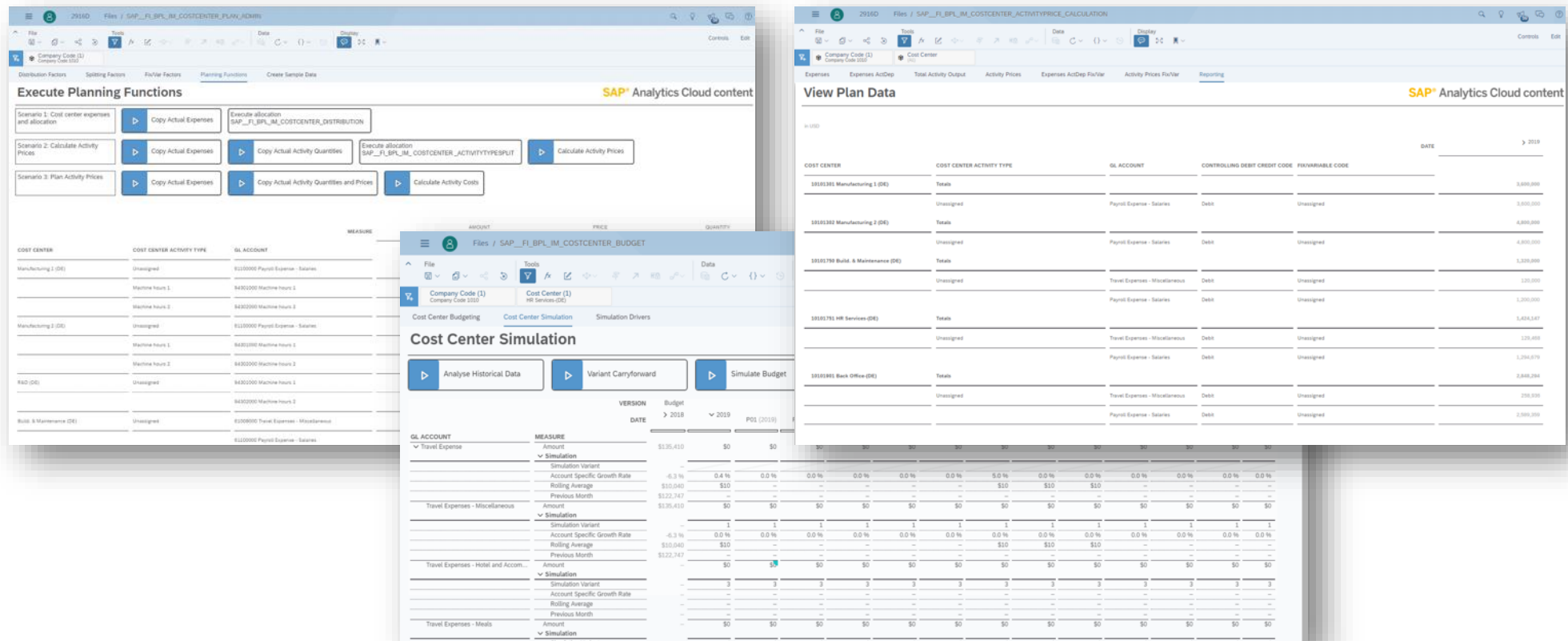
Price Adjustments View (Top Right): This view shows a table with columns for PRODUCT, GL ACCOUNT, QUANTITY UNIT, and DATE. The data is organized by product (Perfect Hand Cream, Perfect Hand Cream 2, Perfect Nail Oil) and customer (Intelligent Systems). The table includes rows for Revenue Domestic - Product, Revenue Foreign - Product, and Revenue Domestic - Product. The data is presented for the year 2019, with quarterly breakdowns (Q1, Q2, Q3, Q4).

Cost Center Budgeting and Activity Planning for SAP S/4HANA

Business content for SAP Analytics Cloud

Overview

SAP Cost Center Expense Budgeting & Activity Planning for S/4HANA facilitates cost center planning including capturing expenses and the use of specific functions to perform budget simulations by leveraging historical and other drivers



System Demo

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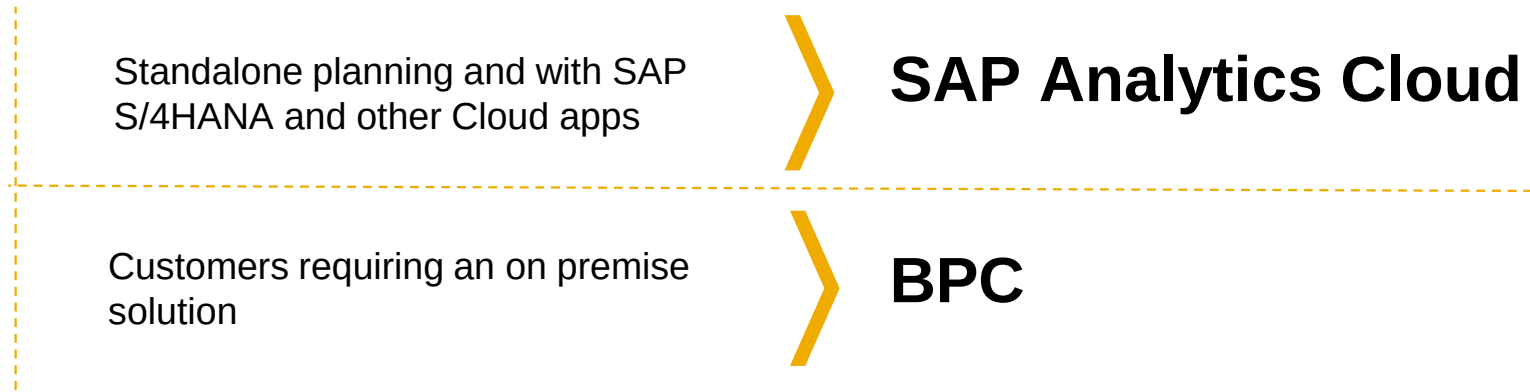
System Demo

Hybrid Planning SAC/BPC

Planning

Cloud first strategy

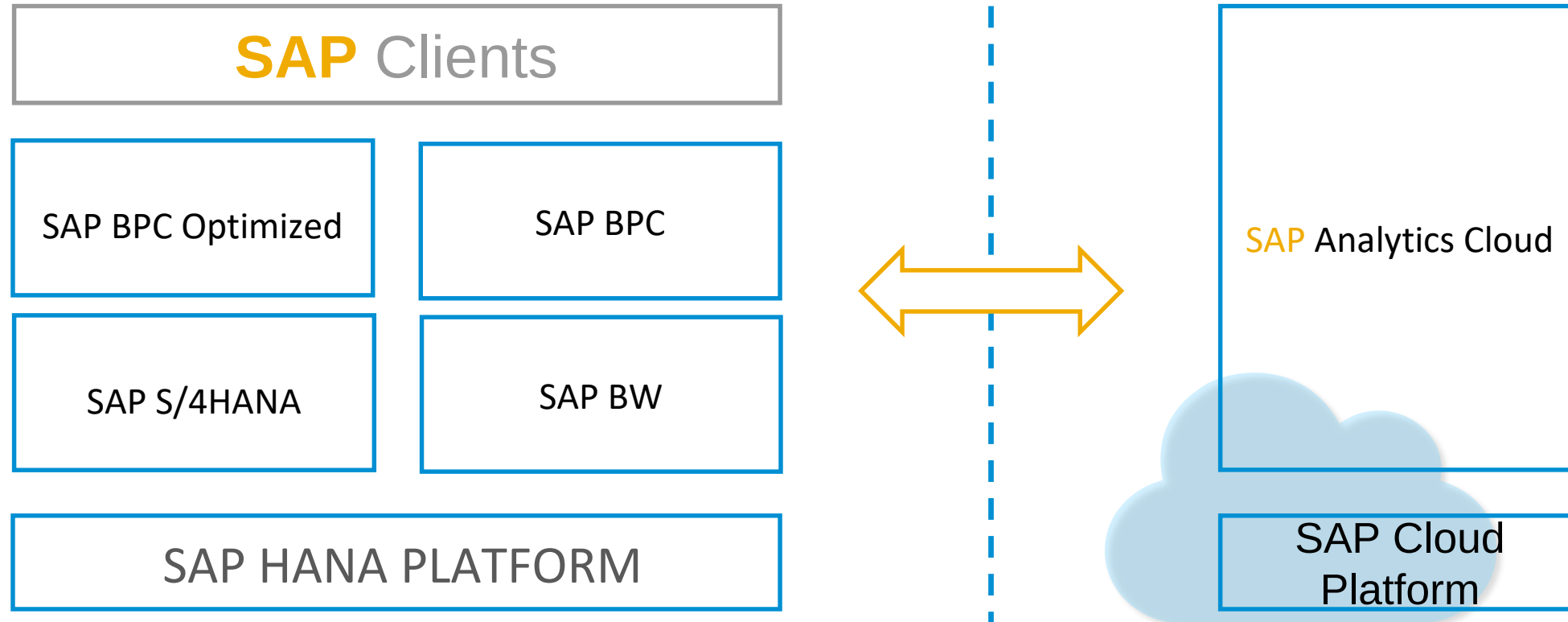
SAP is committed to delivering innovative applications in the Cloud



- SAP Analytics Cloud is SAP's primary strategic Planning solution
- The majority of new enhancements for planning will be delivered via SAP Analytics Cloud, including enhanced value for BPC via hybrid planning and analysis scenarios.

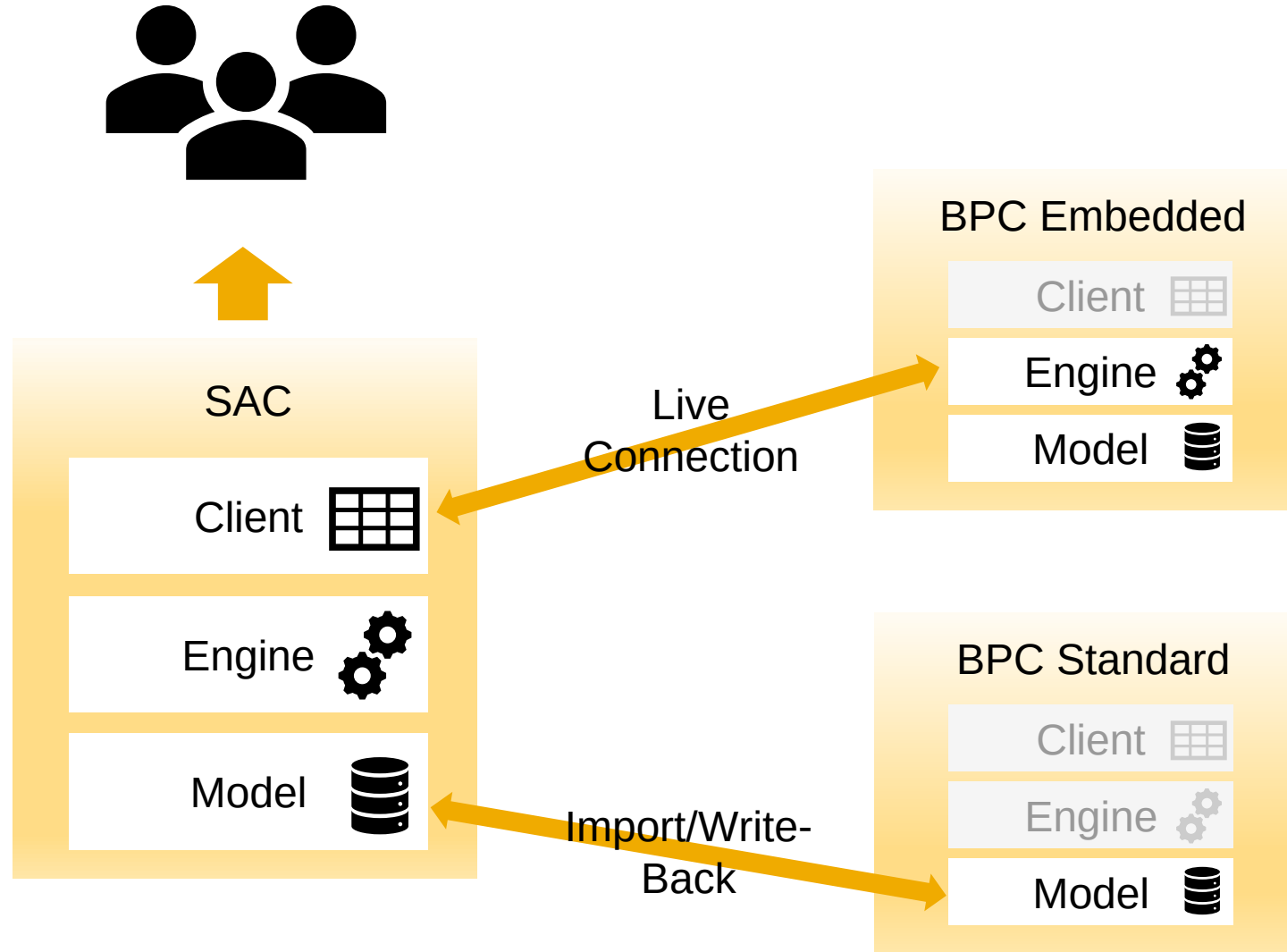
SAP Planning Solutions

SAP BPC | SAP Analytics Cloud



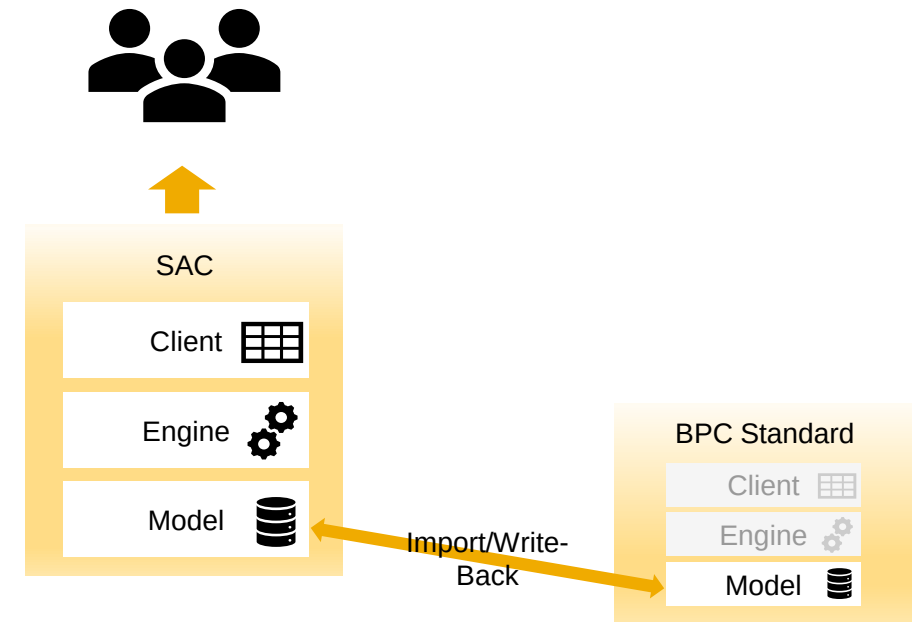
*Tight bi-directional integration between SAC and S/4 available with S/4H OP 1809 (SP01) release

Hybrid Planning Scenarios with SAC



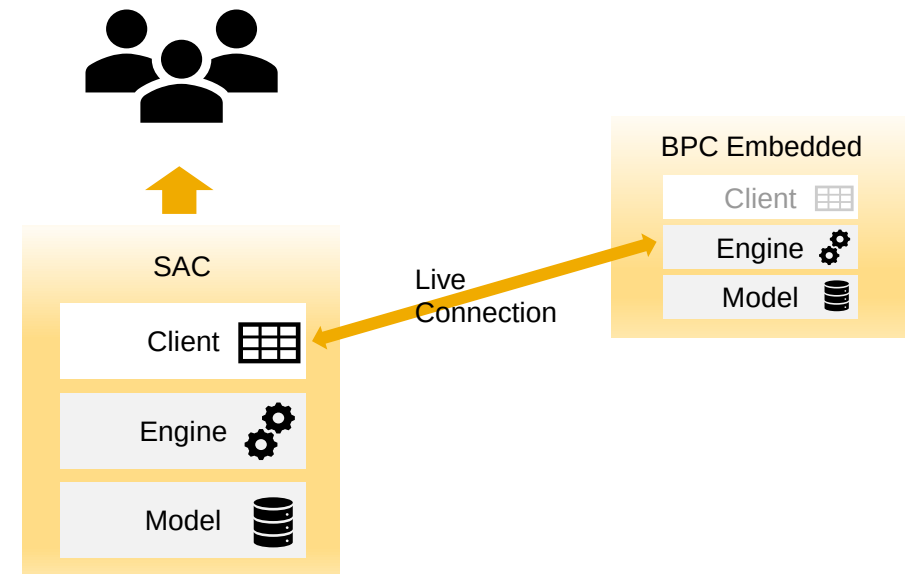
Import and Write-back: BPC Standard Integration

- Main goal: migration to SAC
- **Data import** to SAC:
 - Direct replication of BPC Standard model
 - Import master data and transaction data
 - Basic mapping capabilities
 - Support of multiple currencies
 - Support of Fiscal Year
 - Synchronization of data in version management
- **Write-back** from SAC:
 - Automatic replication of data to BPC when saving data
 - No mapping needed
 - Automatic execution of default logic and two way synchronization of result into SAC
 - 'Near' live solution
- Planning features: provided by SAC Planning engine/SAC Client



Live Connection: BPC Embedded/BPC Optimized Integration

- Main goal: Hybrid
- No data import or export necessary:
 - Similar to BW live connection in SAC
 - SAC acts as a front-end on BPC Embedded
 - Data model resides in BPC Embedded
 - Connection is based on BW query
- Planning features: provided by BPC planning engine/SAC Client
- BPC features available:
 - Analysis authorizations
 - Data slices, characteristic relationships
 - Disaggregation
- SAC features available:
 - Calculated Measures
 - Cell locking
- Further development:
 - Comments



[Known Limitations](#)

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SAC Planning (1/3)

Recent Innovations	Product Plan		
	Q4/2019	Q1/2020	Future Direction
Plan Entry & Analysis - Enhanced rolling forecast layout - Mass Data Entry mode as table default Smart Insights on table - Multiple time dimension support for planning models - Dynamic selection of leaves for data entry	- New default table template Table context menu enhancements - Cell comment support on private versions	- Launch hyperlinks from data cells - Cut and paste support for table Data point commenting on calculated measures	- Optimized table experience - Change dimensionality for planned data Plan entry and storage on parents - Improved version handling/reporting - Version Sorting - Unified planning experience for Spreading/Distribute/Assign
Advanced Planning Prompting & variable support for Data Actions - Support for attribute values in Advanced Formulas	- Asynchronous execution of Data Actions - Advanced Formulas: - Time functions Carry Forward Function	Allocation as a Data Action type - Advanced Formulas: - Calculated member support Script to Visual Formula conversion - New Time functions (DateDiff, DateAdd, Today) - Internal Rate of Return (IRR) function	- Data Actions: - Context sensitive execution - Auto-trigger - Process Monitoring Debugging support - Advanced Formulas: - Hierarchy navigation - Currency calculations - Advanced Formula Template - Planning Conductor Cross dimensional validation rules - Enhanced VDT Widget

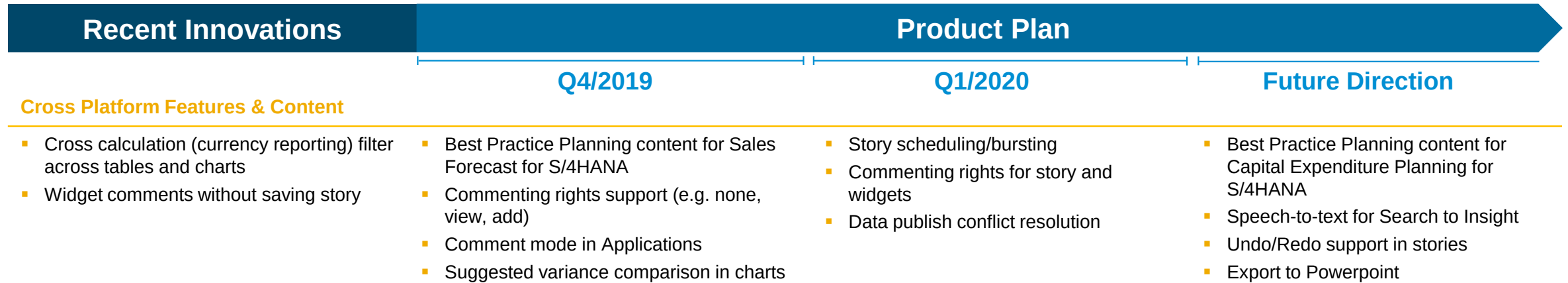
Roadmap

SAC Planning (2/3)

Recent Innovations	Product Plan		
	Q4/2019	Q1/2020	Future Direction
Calendar & Planning Process ▪ Recurrence of planning processes ▪ Data Locking tasks ▪ Wizard for generating Calendar tasks ▪ Context assignment for Calendar tasks ▪ Smart visualization of tasks	▪ Story integration	▪ Display Data Lock editor from calendar task ▪ Calendar Process • Reoccurrence • Completion options • Auto-activate	▪ Optimized reviewer task/process ▪ Task & process dependencies ▪ Planning process monitoring ▪ Data Action scheduling ▪ Seamless integration of Data Locking
Integration ▪ Copy/paste in table for BPC Embedded ▪ Import data from HANA ▪ Increase file import limits (2GB) ▪ Increase CSV export limits (6m rows) ▪ Optimized data exchanged with BPC	▪ IBP Integration (export to IBP 1908) ▪ Characteristics as a Key Figure support for BPC Embedded	▪ Export to BW ▪ Increase data source import limits ▪ Single export of units and currency to S/4HANA and IBP ▪ Data Input toggle for BPC Embedded	▪ BPC Embedded • Comment support • New Line support ▪ Extended integration of Smart Predict results into planning models ▪ Export activity cost rates to S/4HANA ▪ Export to HANA
SAP Analytics Cloud, add-in for Office 365	▪ Initial beta release ▪ Availability reporting workflow (MS Excel on-line)	▪ General availability ▪ Planning enabled including version management	▪ Plan on new members ▪ Execute Data Actions ▪ Offline Planning capabilities

Roadmap

SAC Planning (3/3)



Thank you.

Contact information:

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