



The Network Effect

Creating a unified, collaborative, and intelligent Logistics Business Network

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October 2021

Disclaimer

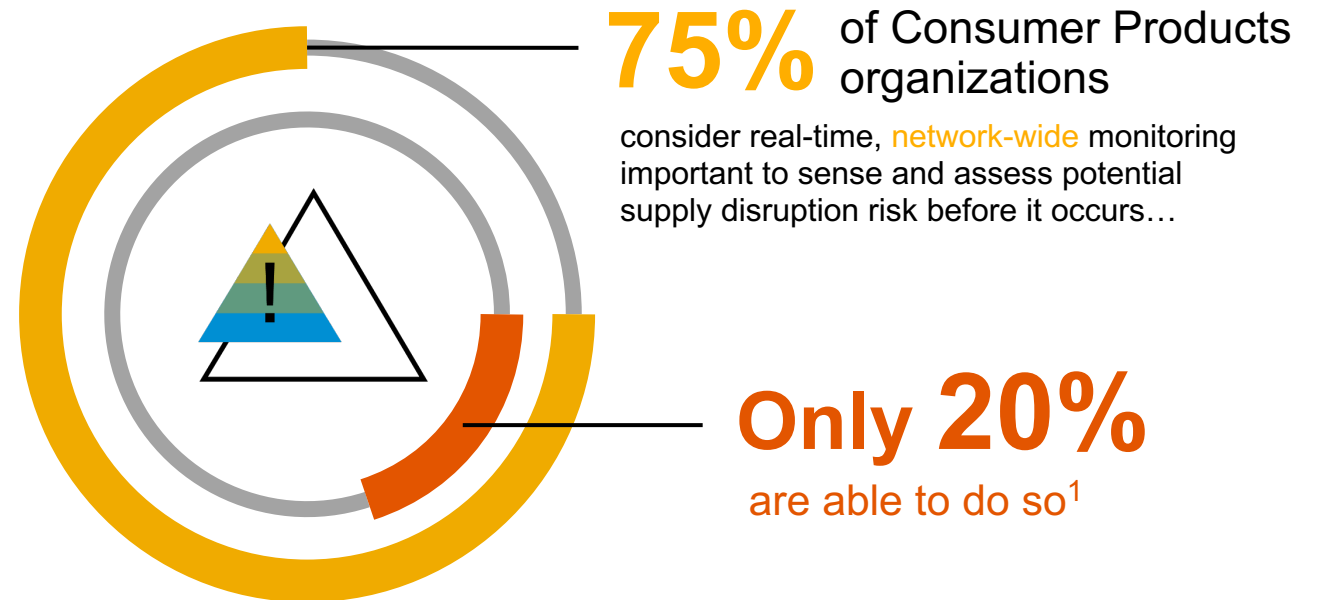
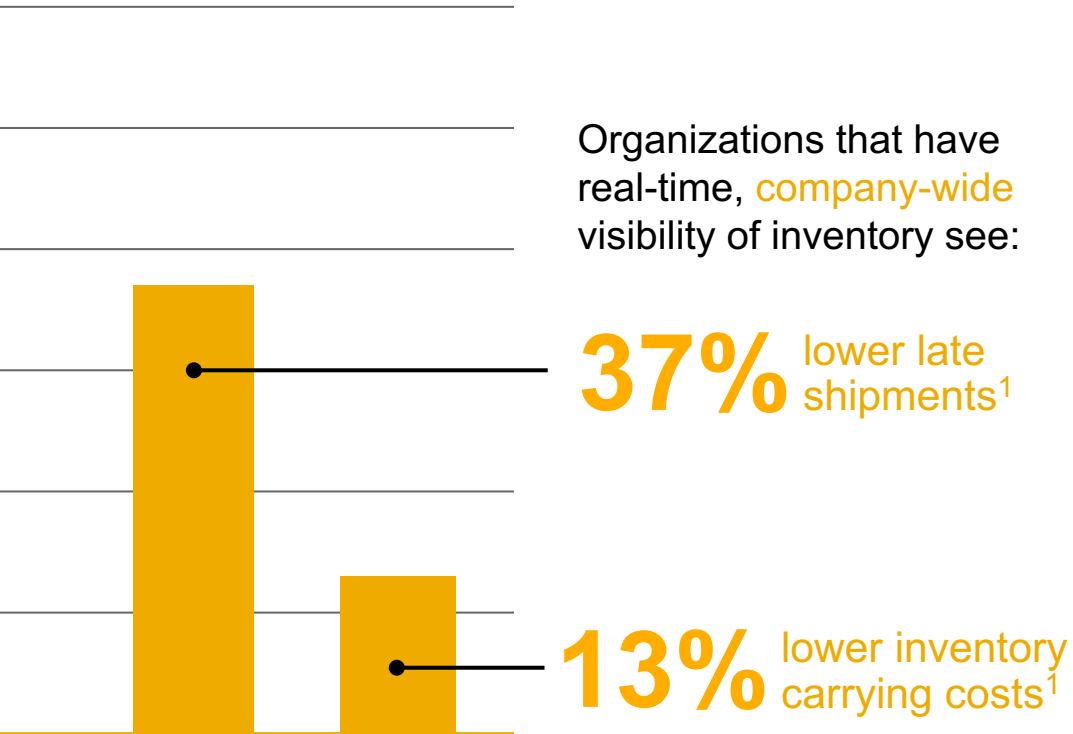
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Network momentum is growing

Need to shift from company-centric to network-centric approach



¹ SAP Performance Benchmarking

Supply chains are more stressed than ever

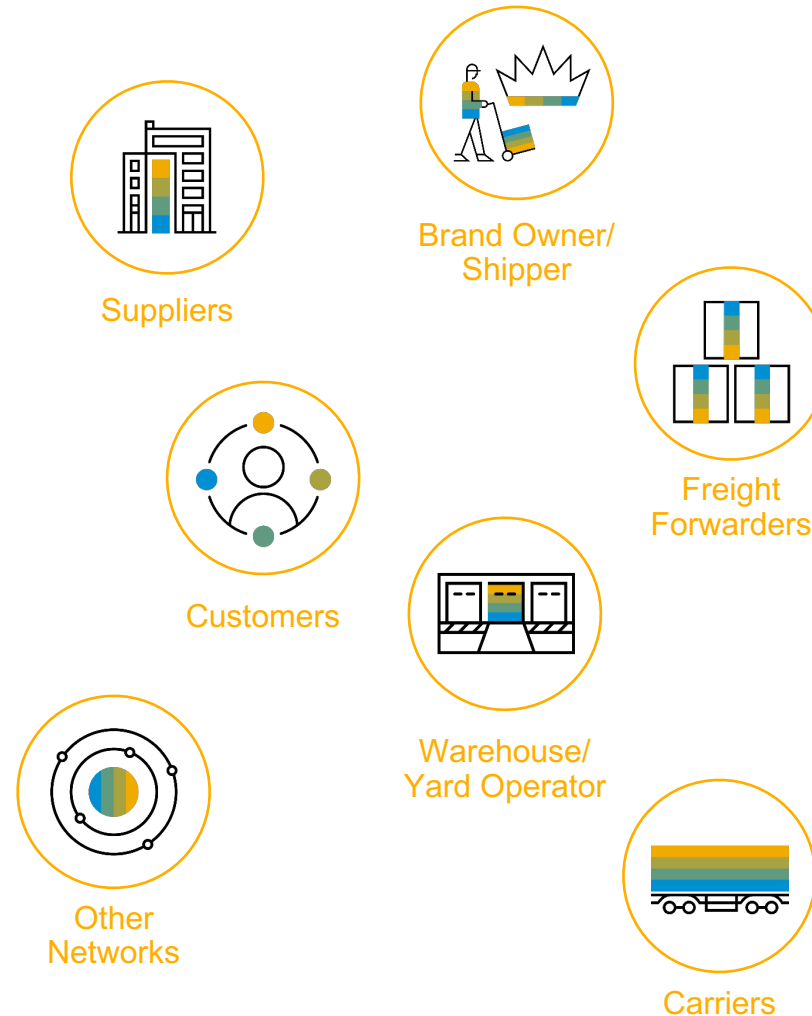
Disconnected and complex processes negatively affect performance

Market challenges:

Complexity and cost increases

Demand for precision delivery and sustainability

Unpredictable market volatility



System challenges:

Siloed operations and lack of transparency

Inefficient onboarding of large ecosystem

Disconnect between physical and information flow

SAP Logistics Business Network



SAP Logistics
Business Network

a neutral, multi-modal, global network
connecting
logistics partners and **systems**
where parties can
collaborate and **exchange**
logistics information & documents

SAP Logistics Business Network

Increased business speed through an always on, secure network of networks

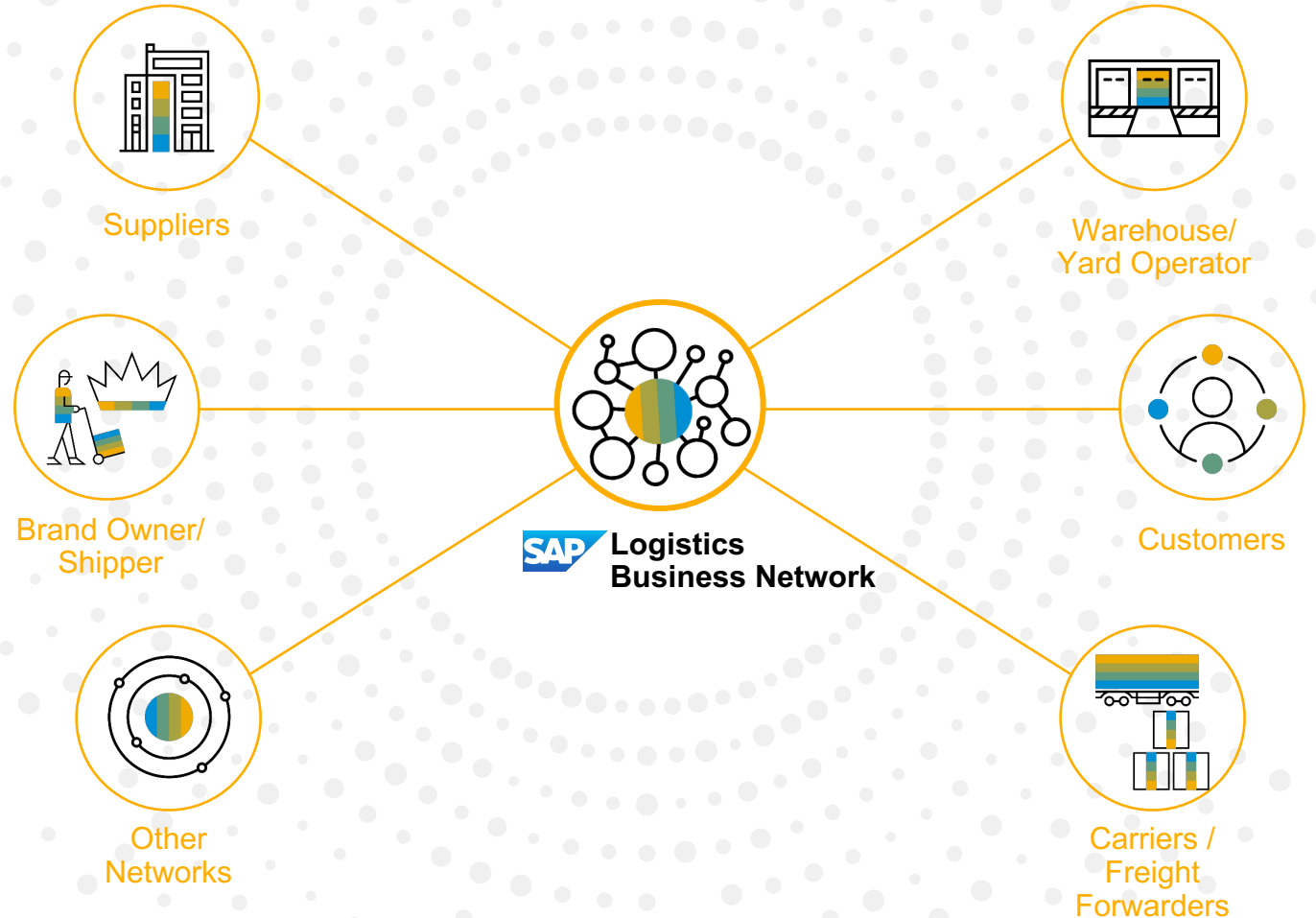
Connect with your business partners for inter-company collaboration and insights

Discover new trading partners and business opportunities

Instantly integrated into core logistics processes

Providing comprehensive business context with ease of use

Global, interoperable and multi-modal



SAP Logistics Business Network

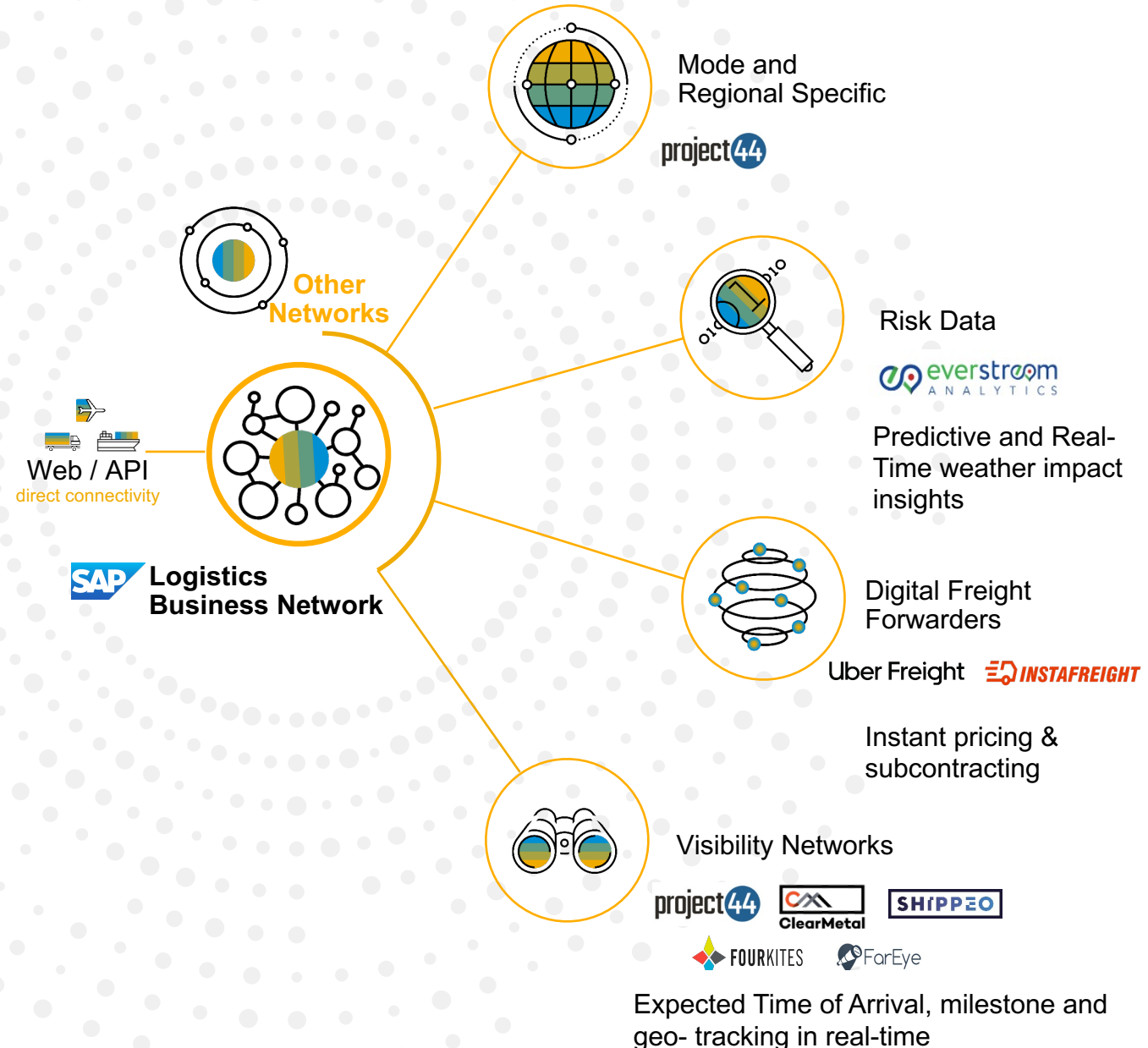
Extend the reach through 3rd party networks

Instantly connect with pre-boarded networks for multiple modes of transport

Embrace mode-specific and regional expertise for B2B connectivity, IoT integration and risks

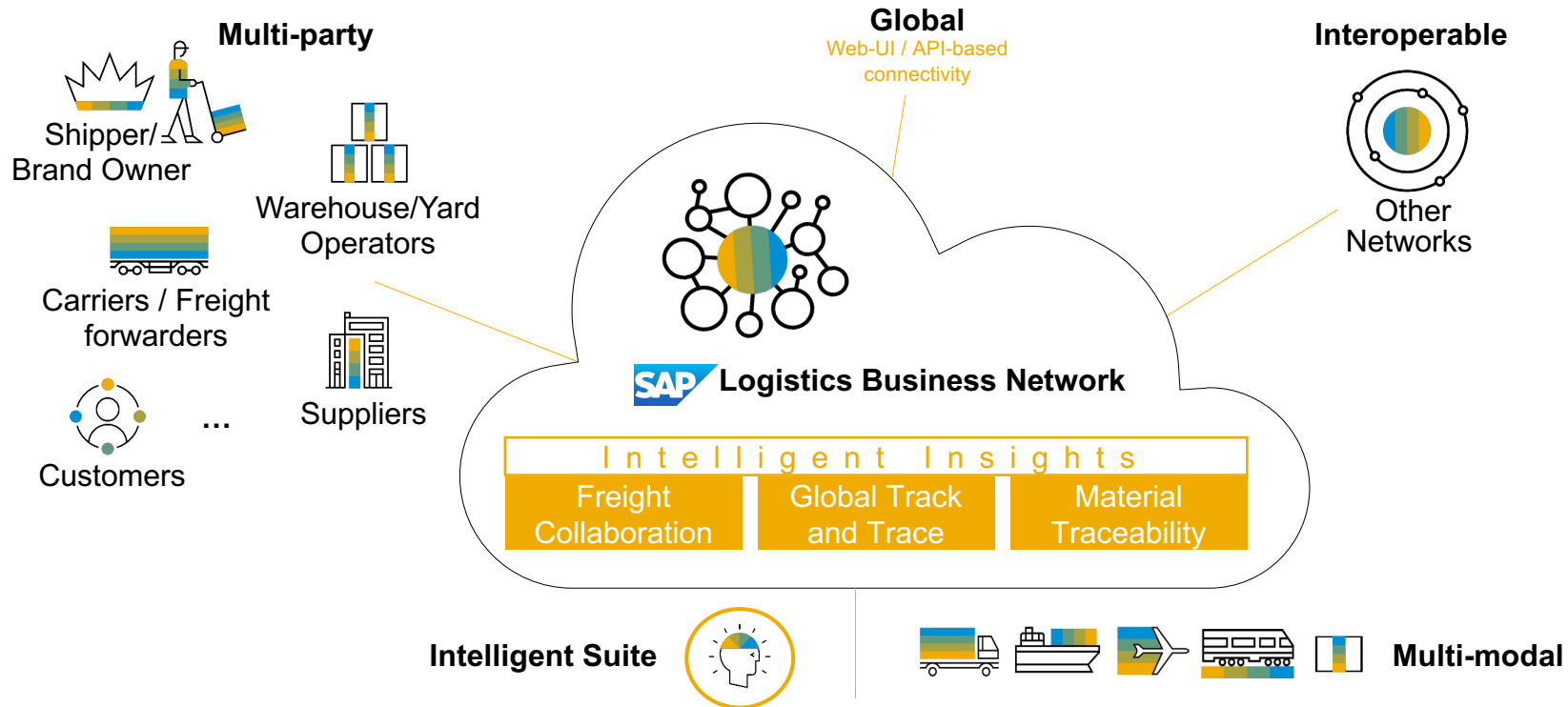
Easily access excess freight capacity through digital carriers

Enable real time visibility to better predict expected time of arrival and milestones through geo-tracking



SAP Logistics Business Network

Increased business speed through an always on, secure network of networks



Onboard once – collaborate with many, anywhere and anytime

Allow different stakeholders to consume logistics **services** and share **insights**

Integrate with SAP digital core by design



Robust, scalable cloud service with global coverage



Connect multiple business partners for inter-company collaboration and transparency



Standardized services for logistics collaboration and insights



SAP Logistics Business Network

Freight collaboration

provides order coordination, dock appointment scheduling, and standardized visibility.

Jointly manage logistics transactions

Exchange documents and receive insights into process steps performed by others

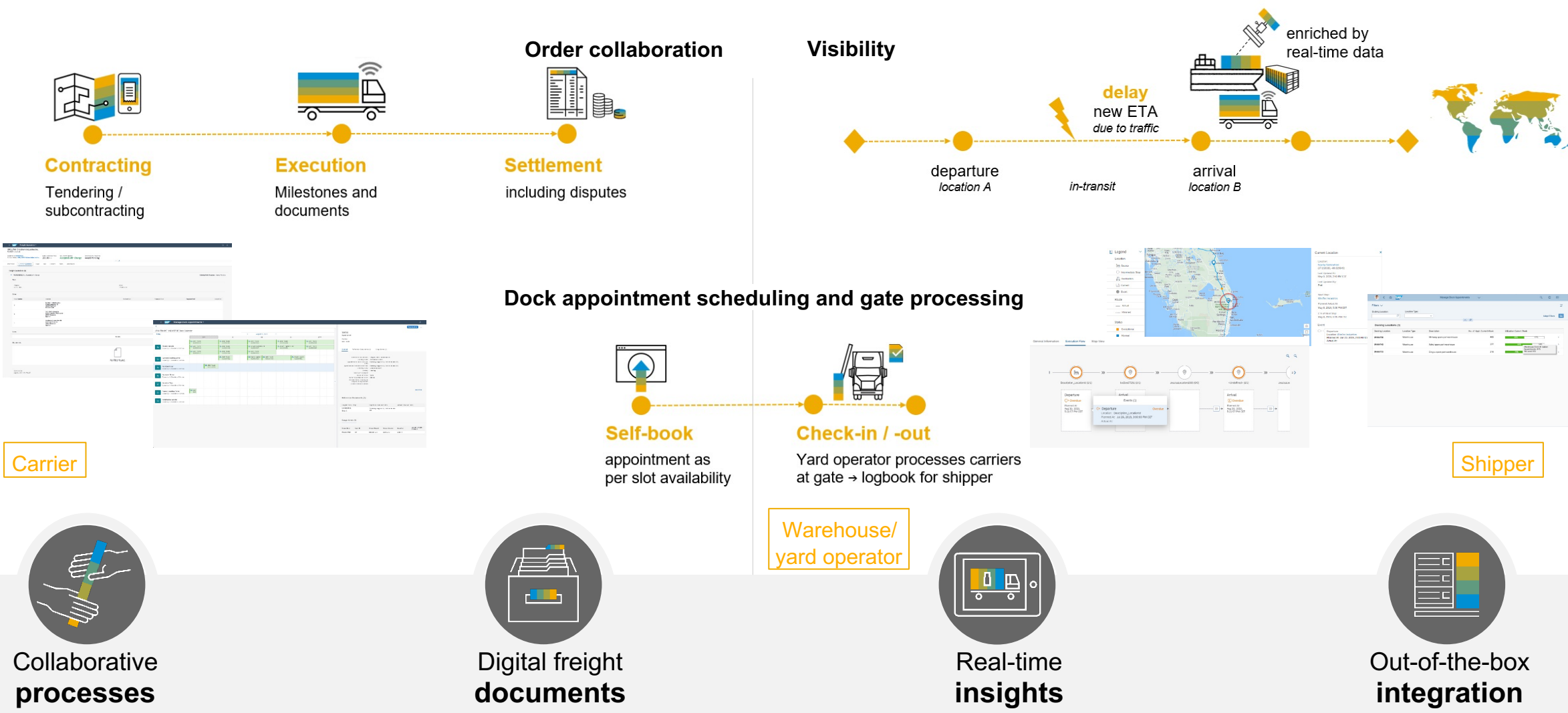
Adapt to fit partners' integration capabilities: Web interaction / APIs

Natively integrate with backend systems

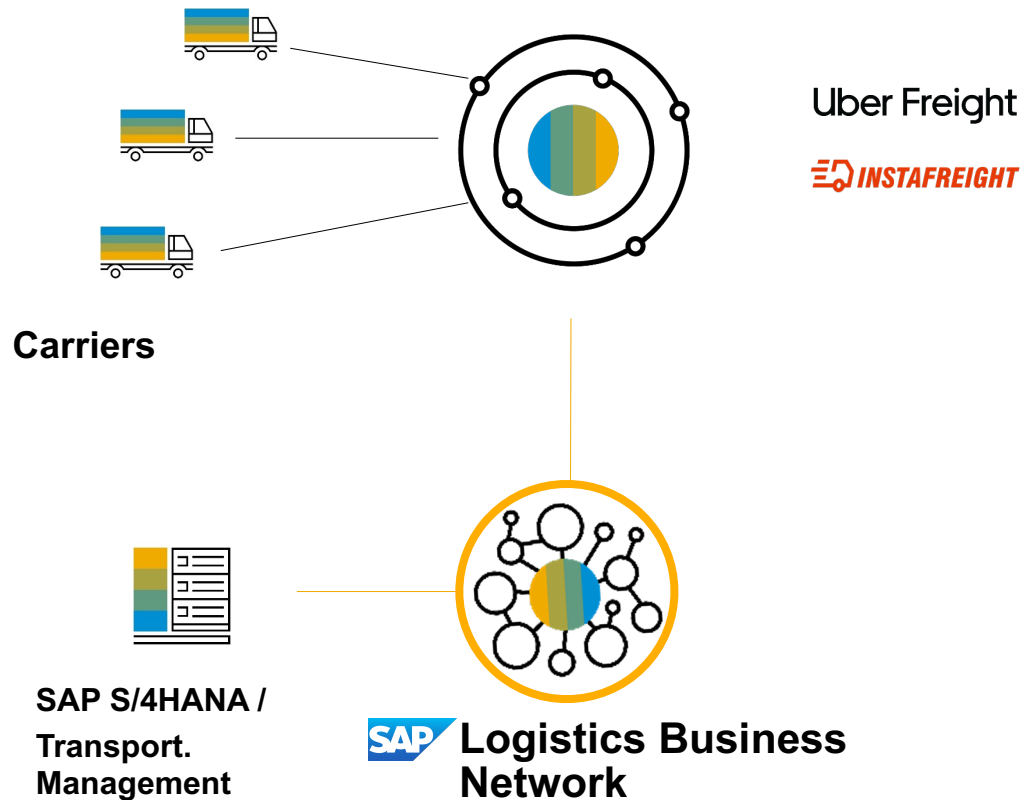
Use 3rd party logistics networks as a lever

SAP Logistics Business Network, freight collaboration option

Standardize E2E carrier collaboration and insights, integrated with SAP S/4HANA by design



Digitally-enabled Truck Carrier Network



-- Extend the reach

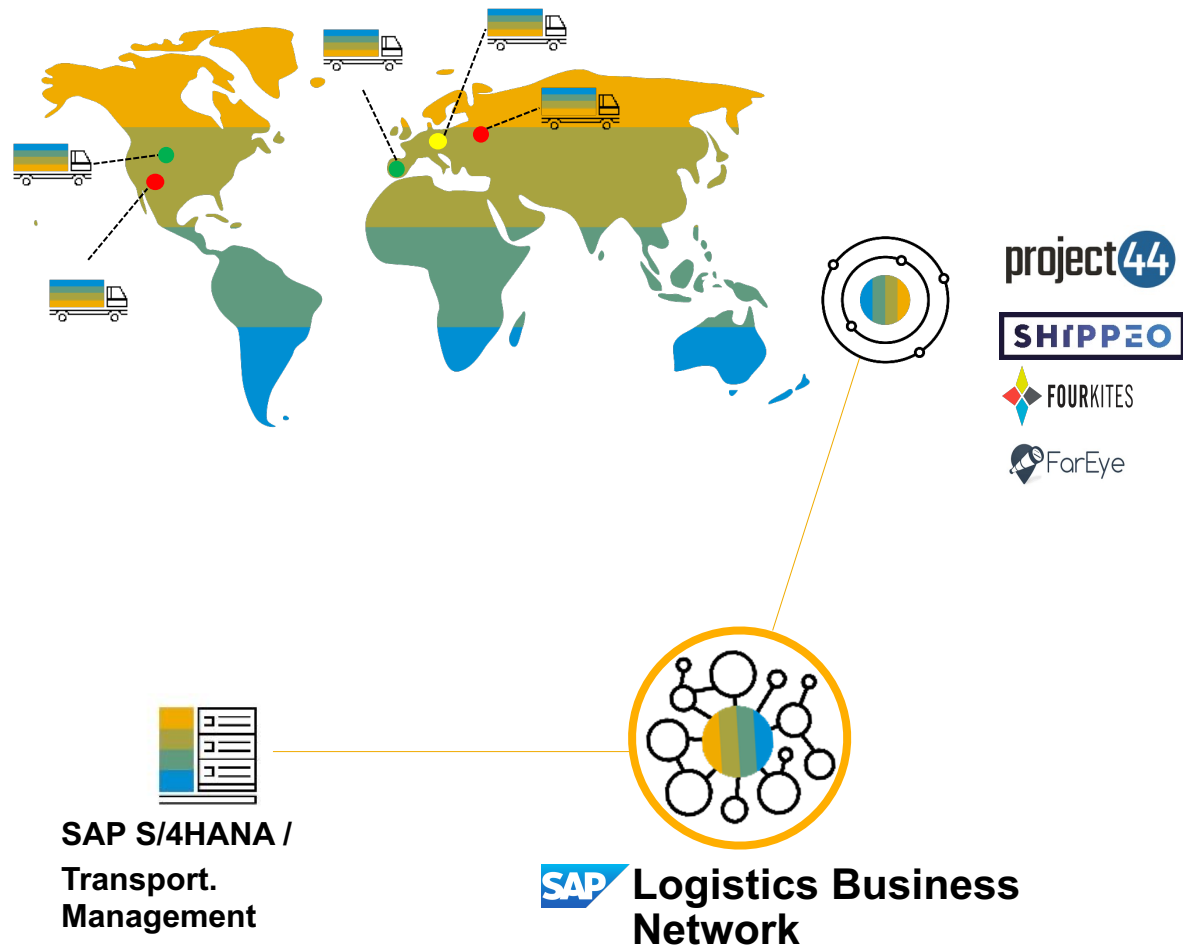
How

- Leverage out-of-the-box integration for automated, streamlined load pricing and subcontracting
- Access a vast and growing truck carrier network for on demand road transportation
- Gain **instant market price visibility** with real-time, guaranteed load pricing directly in your SAP system

Benefits

- **Save money**
Lower freight costs through real-time visibility of market prices versus carrier contracted prices
- **Save time**
Meet dynamic logistics needs with real-time rates pricing & guaranteed shipment
- **Gain actionable insight**
Get actual market condition visibility and freight cost savings insight to take informed decisions

Road Visibility and Collaboration



— **Connect** for real-time updates

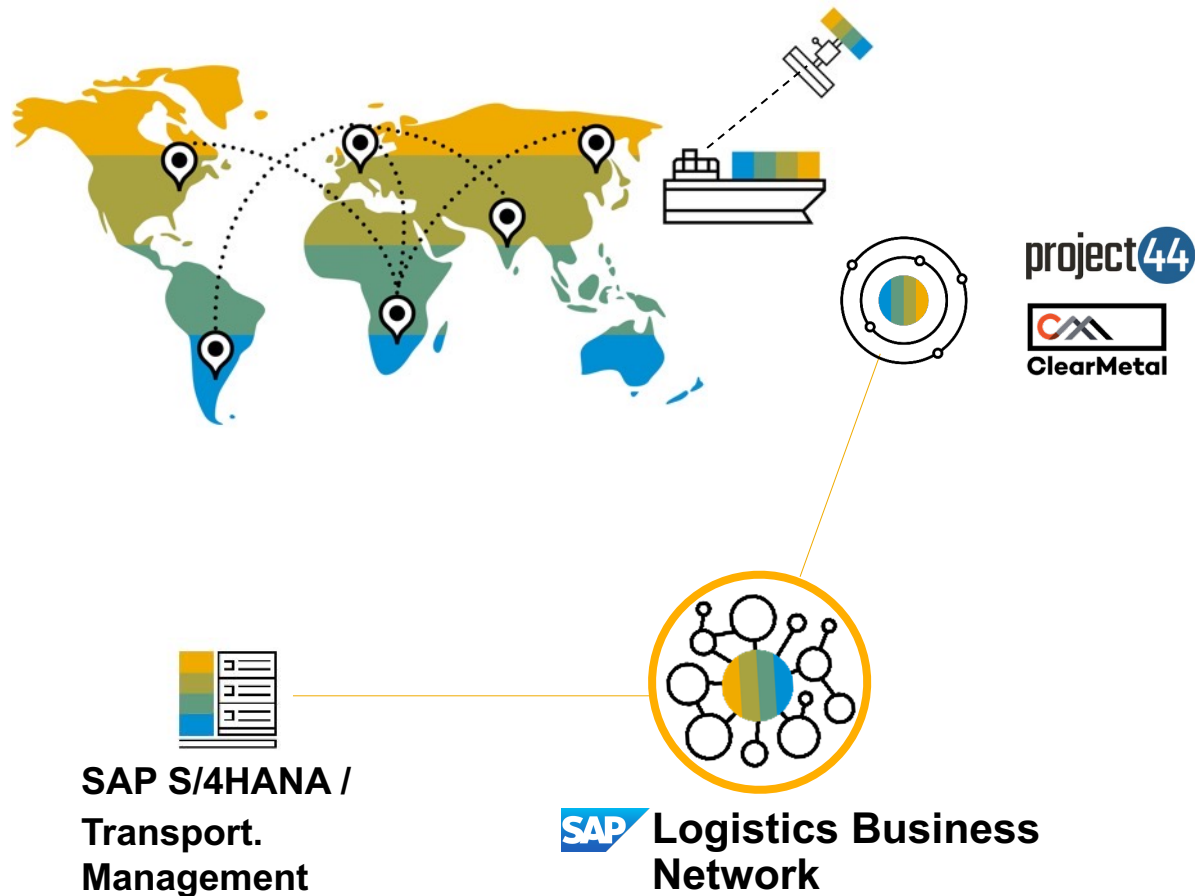
How

- Contracting: tender and subcontract to your technology-savvy carriers via B2B
- LTL visibility: receive actual milestones directly from carrier backend systems
- FTL visibility: complement milestone tracking by exact geo position, and leverage real-time, predictive ETA considering traffic and other conditions

Benefits

- Easily manage and keep control of road transportation, even though these have been outsourced
- Increase customer service level
- Offer a holistic and consistent experience
- Support evolution from a reactive to a predictive supply chain
- Allow for real-time transportation planning

Freight booking / container visibility



– **Connect** for real-time updates

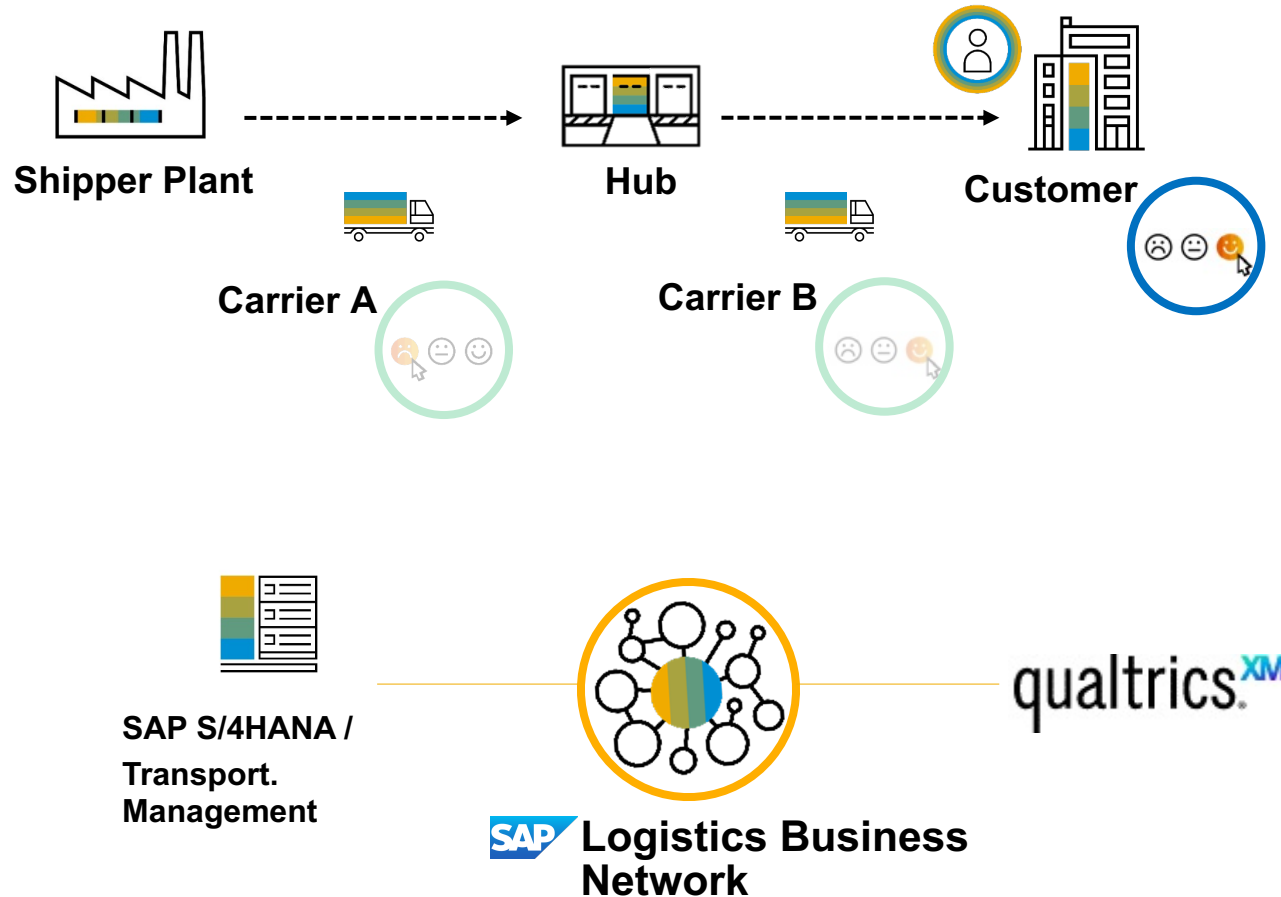
How

- Visibility for ocean bookings and containers in execution: receive status updates along the complete journey
- Complement port-to-port milestone tracking by exact vessel geo position while in-transit
- Consume cleansed, high-quality data and predictive ETA considering actual conditions

Benefits

- Improve on-time delivery and optimize inventory at reduced logistics costs
- Increase customer service level
- Offer a holistic and consistent experience
- Support evolution from a reactive to a predictive supply chain

Leverage Experience Data to Gain a



Competitive Advantage

How

- Integrate with Qualtrics to capture structured and free-text feedback
- Evaluate the customer delivery experience and continuously analyze it
- Integrate carrier satisfaction with service level at delivery and pick-up locations to detect possible areas of improvement and efficiency gains

Benefits

- Augment operational efficiencies with customer sentiments for increased **customer satisfaction**
- Improve **fulfillment performance** based on **carrier** experience to better position yourself in the battle for scarce logistics resources



SAP Logistics Business Network

Intelligent insights

provides situational awareness of global supply chain movements and performance analytics.

Global logistics situation room

Visibility and alerting across modes of transport

Optionally enriched by external risk data

Standard key performance indicators

Drive resilience and business process efficiency across the global value chain



SAP Logistics Business Network, intelligent insights option

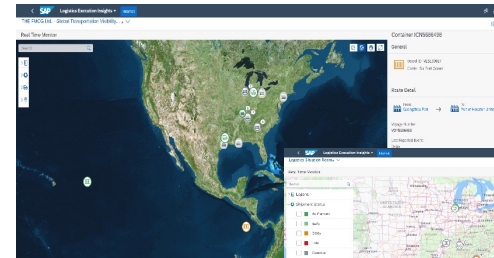
Providing *superior visibility* and key performance indicators across regions, networks, and applications



Turn transactional network insights into data intelligence, optionally enriched by external risk data

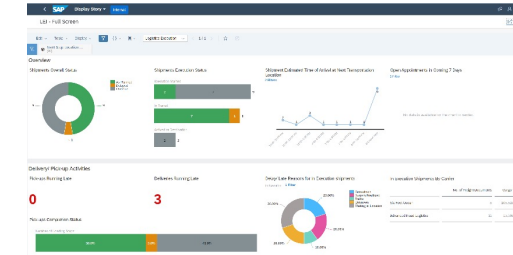


to drive resilience and business process efficiency across the global value chain



Global Execution Monitor

Regional / site / partner performance



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Intelligent Insights

Freight Collaboration

Global Track and Trace

Material Traceability



Leverage **Real-time** data feeds



Standard dashboard and analytics content



Global monitor – search, filter, zoom in



Proactively identify **risks** on various levels

Augment the global view of your logistics -- with **supply chain risk** data



How

- Enhance in-transit visibility with risk monitoring
- Assess location-specific risks before these can have an impact
- Prevent supply chain disruptions through proactive measures

Benefits

- Improved resilience of your global transportation network
- Be able to detect delays before they occur
- Evolution from a reactive to a predictive supply chain
- Keep the promise to your customer



SAP Logistics Business Network

Global track and trace

provides transparency into order fulfillment, shipment tracking, and custom scenarios.

Track business process progress and goods in-transit

Deliver tailored insights to business users

Notify stakeholders of exceptions and status updates

Trigger follow-up transactions based on defined rules

Link with real-time shipment progress information from connected visibility providers



SAP Logistics Business Network, global track and trace option

Differentiate through situational awareness and eased decision making



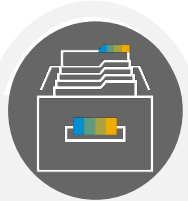
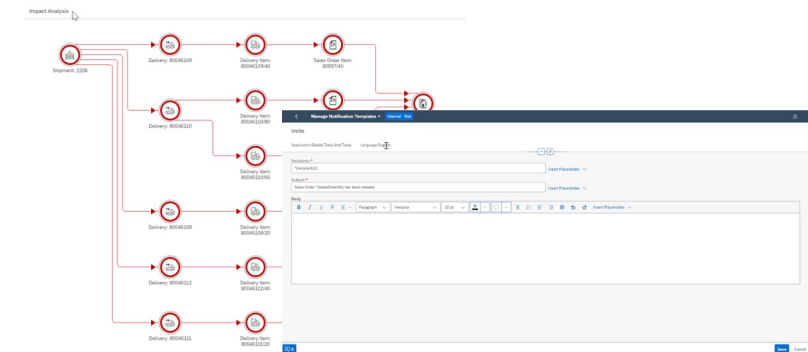
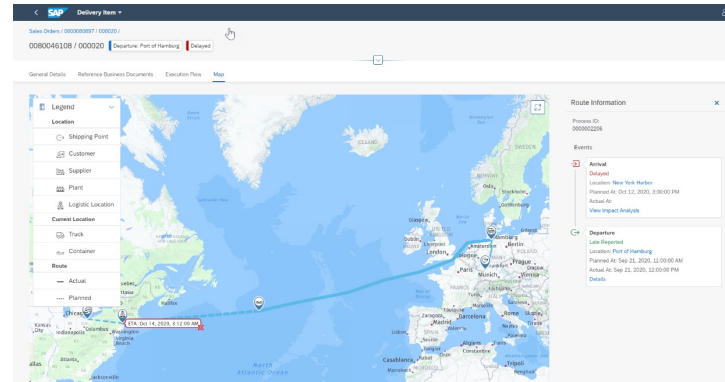
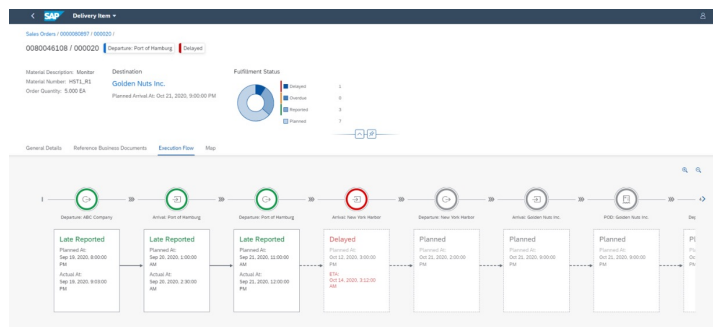
Track business processes and goods in-transit – spanning order items, deliveries and multi-modal shipments



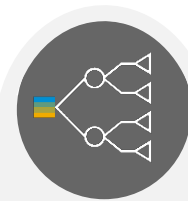
Enrich by real-time insights and predictive time of arrival



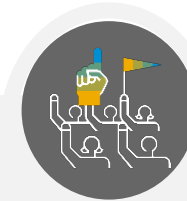
Inform stakeholders of progress and understand impact of delays



Flexible setup,
supported by templates



Rule framework
for **follow-up**
activities

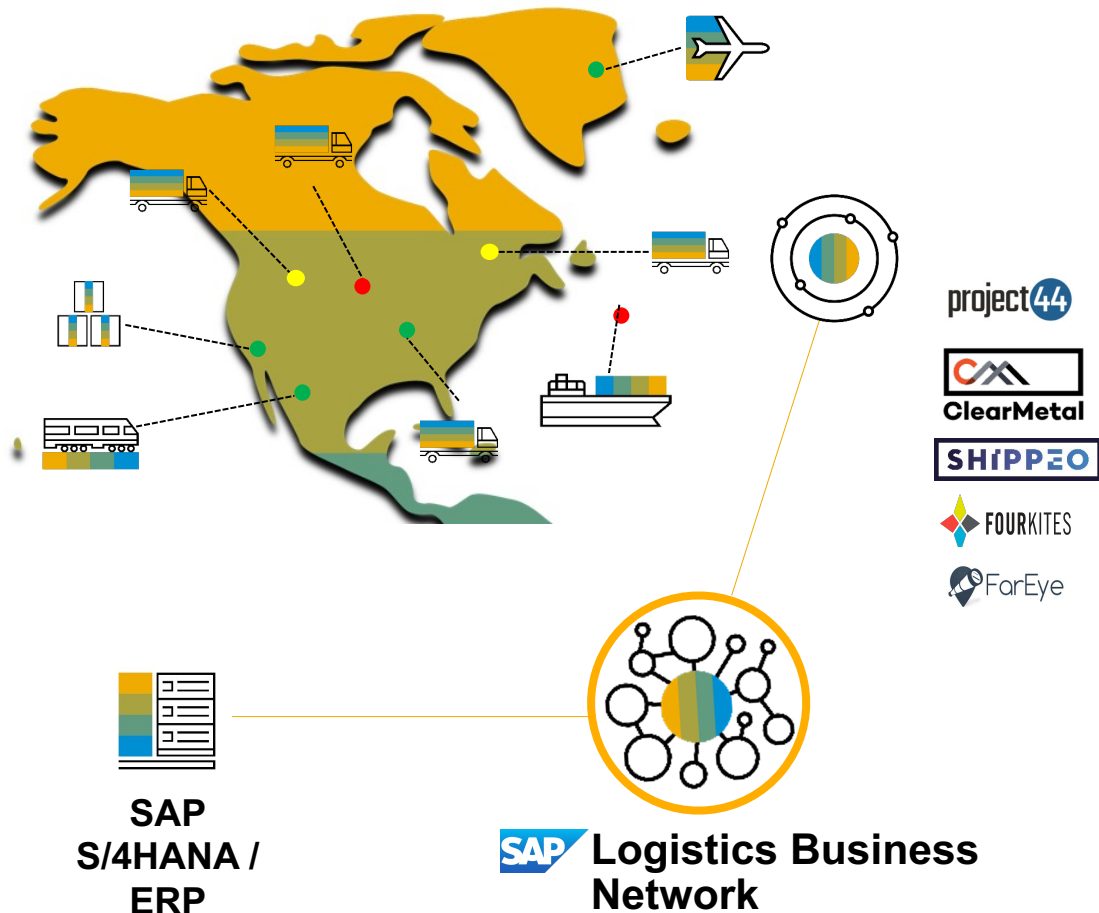


Notifications in
case of exceptions



Back-end system
Integration & & real-time
insights

Real-Time, multi-modal visibility



– Innovate through partner content

How

- B2B connectivity for real-time shipment visibility for road, ocean, air, rail* and parcel*
- Complement milestone tracking by B2B events and/or geo location updates with out-of-the-box integration into 3rd party networks
- Leverage real-time, predictive ETA considering actual conditions

Benefits

- Keep control of transportation processes even though these have been outsourced
- Offer a holistic and consistent experience
- Support evolution from a reactive to a predictive supply chain
- Increase customer service level whilst decreasing costs



SAP Logistics Business Network

Material traceability

links provenance capture with up- and down-stream analysis.

Enable data sharing across n-tier supplier network to improve end-to-end visibility

Support multi-component provenance

Alert supply chain partners of any product issues

Integrate with backend systems

Leverage Blockchain technology

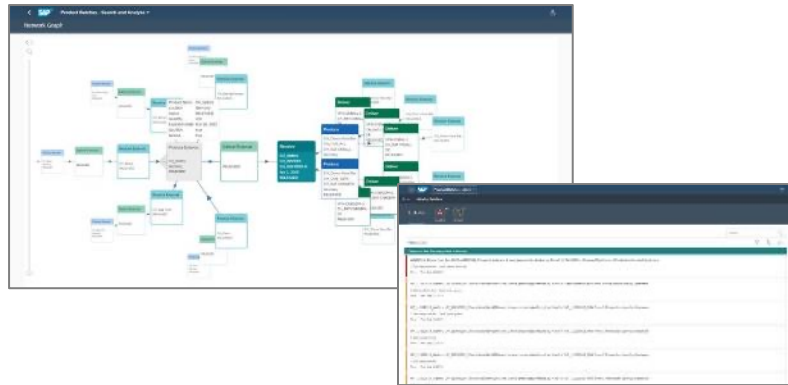


SAP Logistics Business Network, material traceability option

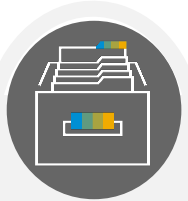
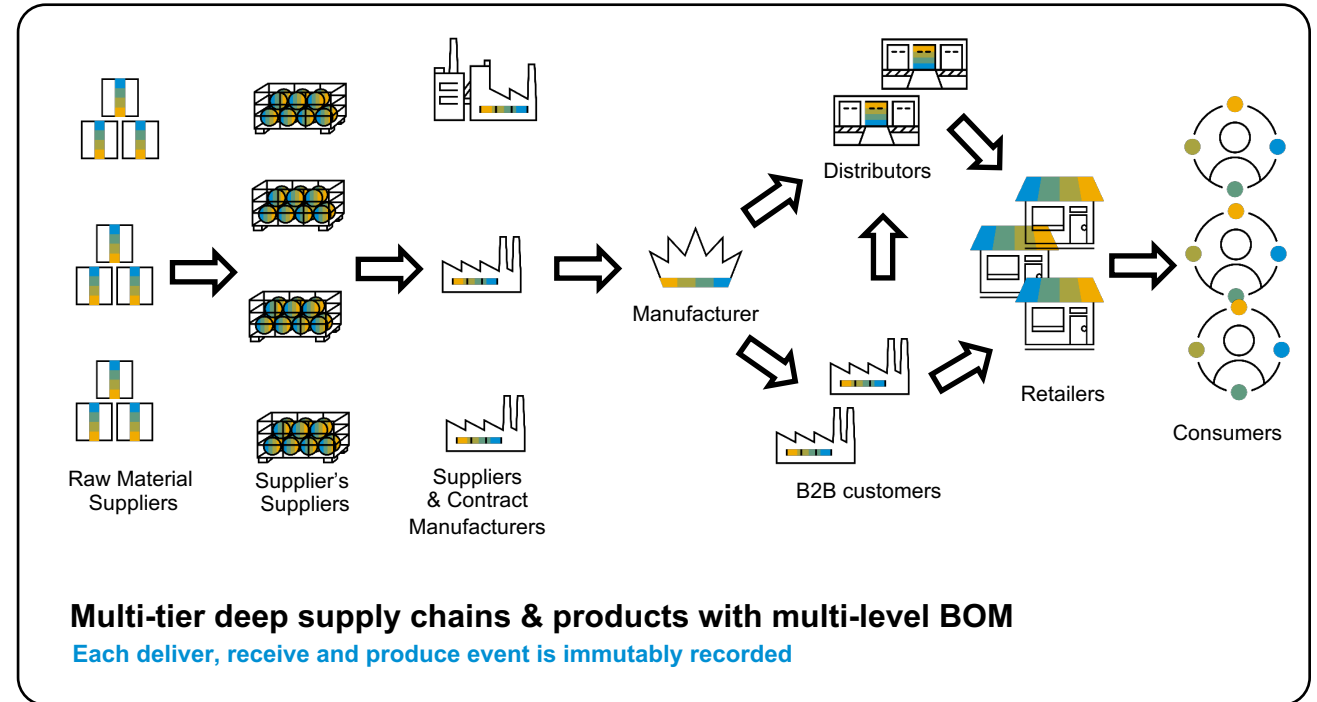
Create a *trust chain* for up- and downstream product genealogy



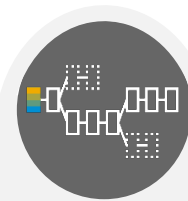
Capture the complete material provenance from raw material origin to finished product



Share information & facilitate inter-company product recalls



Flexible setup and invitations through network owner



Natively leveraging **blockchain** technology



Alerts for fast issue resolution across participants



Standard **integration** with SAP S/4HANA / ERP

SAP Logistics Business Network

Create a healthy, vibrant, dynamic supply chain

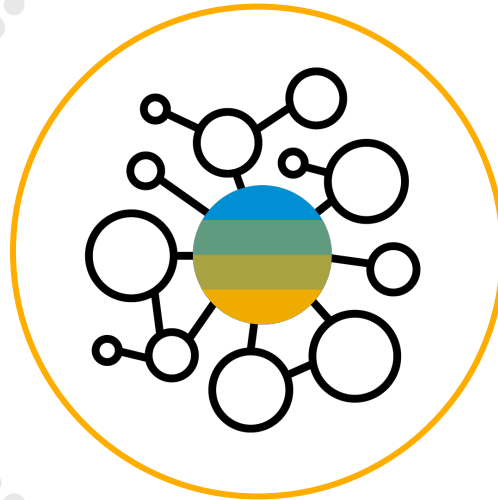
Operational benefits:

Connect siloed operations

Enable one-time onboarding

Ease decision-making with real-time information and situational insights

Deliver scalability and flexibility for growing and changing businesses



Business Benefits:

Decrease logistics costs

Improve resilience

Increase customer satisfaction

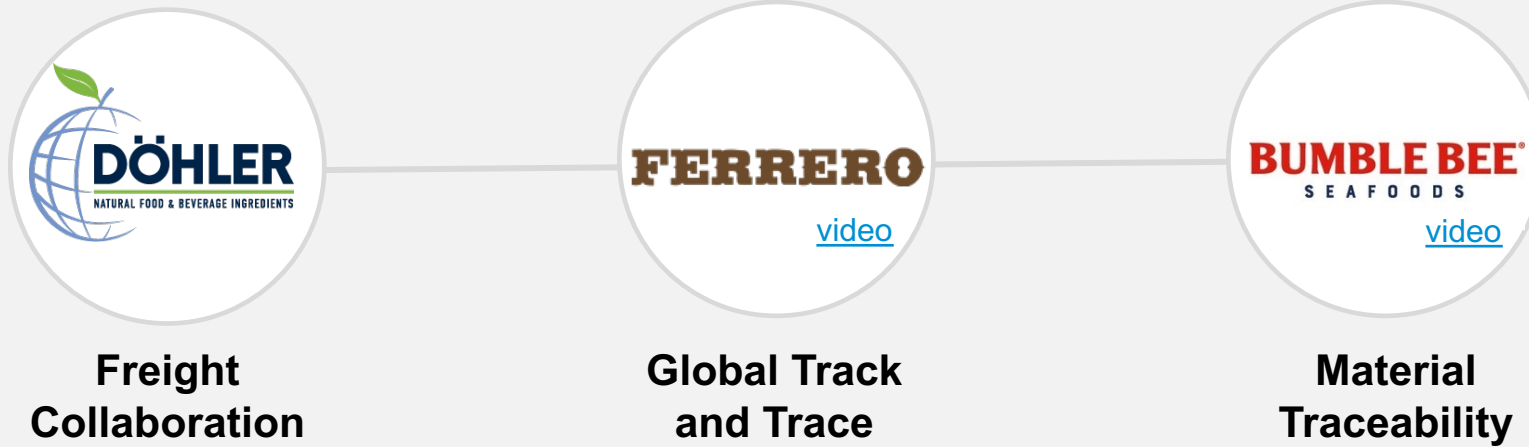
Protect your brand



Case Studies

SAP Logistics Business Network

Successful customers



Digitize intercompany logistics to deliver the right product, in the right place, at the right time.

Increased efficiency

of shipment processes and reduced complexity thanks to preconfigured integration.

Lower Costs

by streamlining transport options and easing collaboration with carriers.

“SAP Logistics Business Network has helped us realize our goal to achieve the desired level of digitalization for utmost transparency across the entire value chain.”

Alexander Dieterich,
Head of Group Logistics,
Döhler GmbH

Leveraging Blockchain to Bring the Ocean Safely to Your Table?

Maximizing supply chain transparency, efficiency and sustainability

to help prove its fish come from the right source, easily test food safety, and gain instant access to that data.

Improve Brand Equity

with retail buyers and consumers through greater transparency and facilitate a market premium for fair-trade products.

“SAP Logistics Business Network, material traceability option has helped transform our social responsibility program with the suppliers and fishing villages of Indonesia. **Our passion for and commitment to the environment and sustainability** has improved the livelihoods of these Indonesian fisherman and enhanced their communities.”

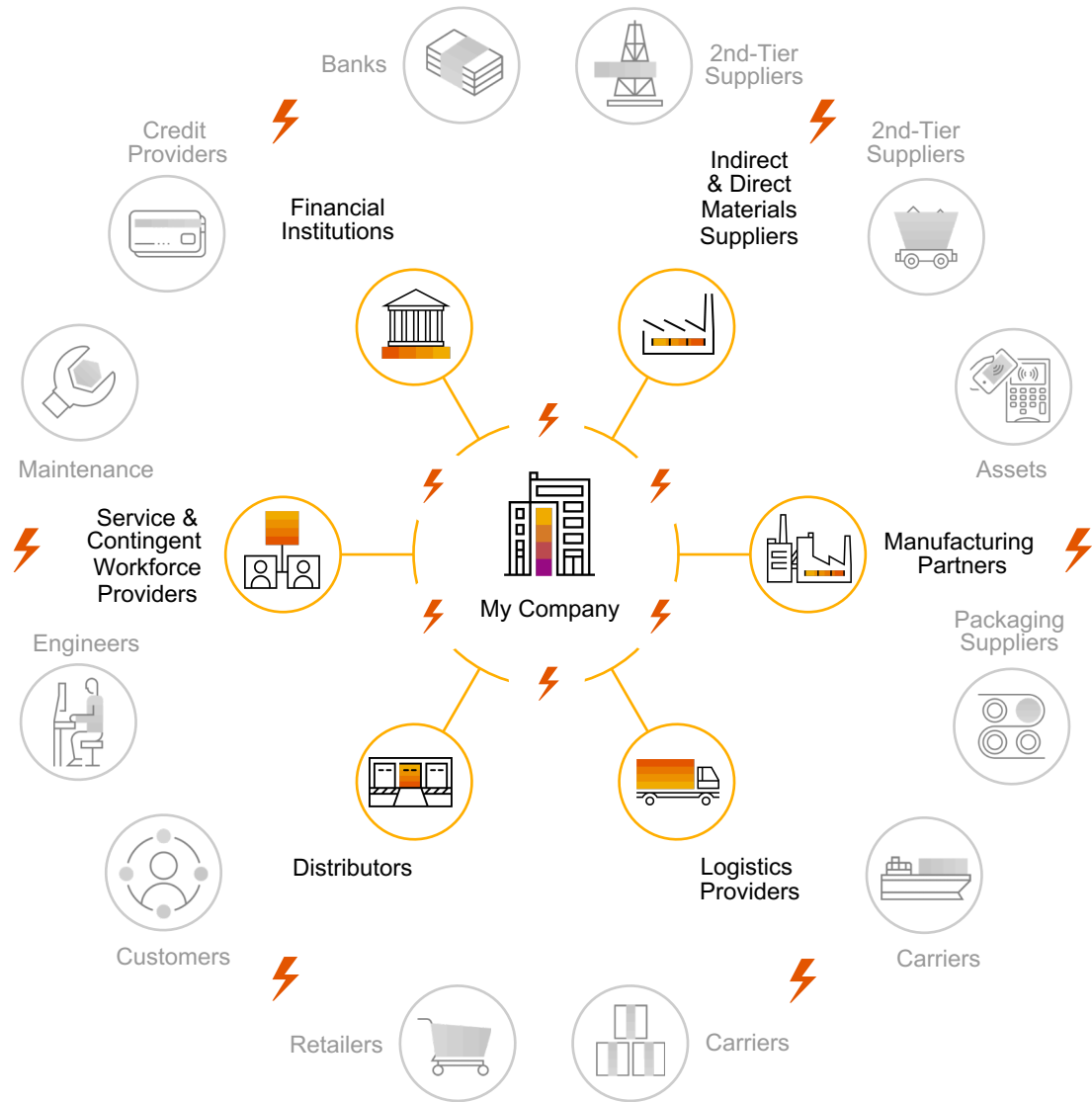
Tony Costa,
SVP, CIO,
Bumble Bee Foods LLC



Our Vision

Transform today's fragmented supply chains into unified, collaborative and intelligent networks.





However, today's enterprise-centric systems **restrict visibility & collaboration**

Siloed systems break process flow across functions

Point-to-point connections restrict visibility into n-tier networks

Limited collaboration across trading partners

Challenging to discover new trading partners

Inability to adapt to change in real-time



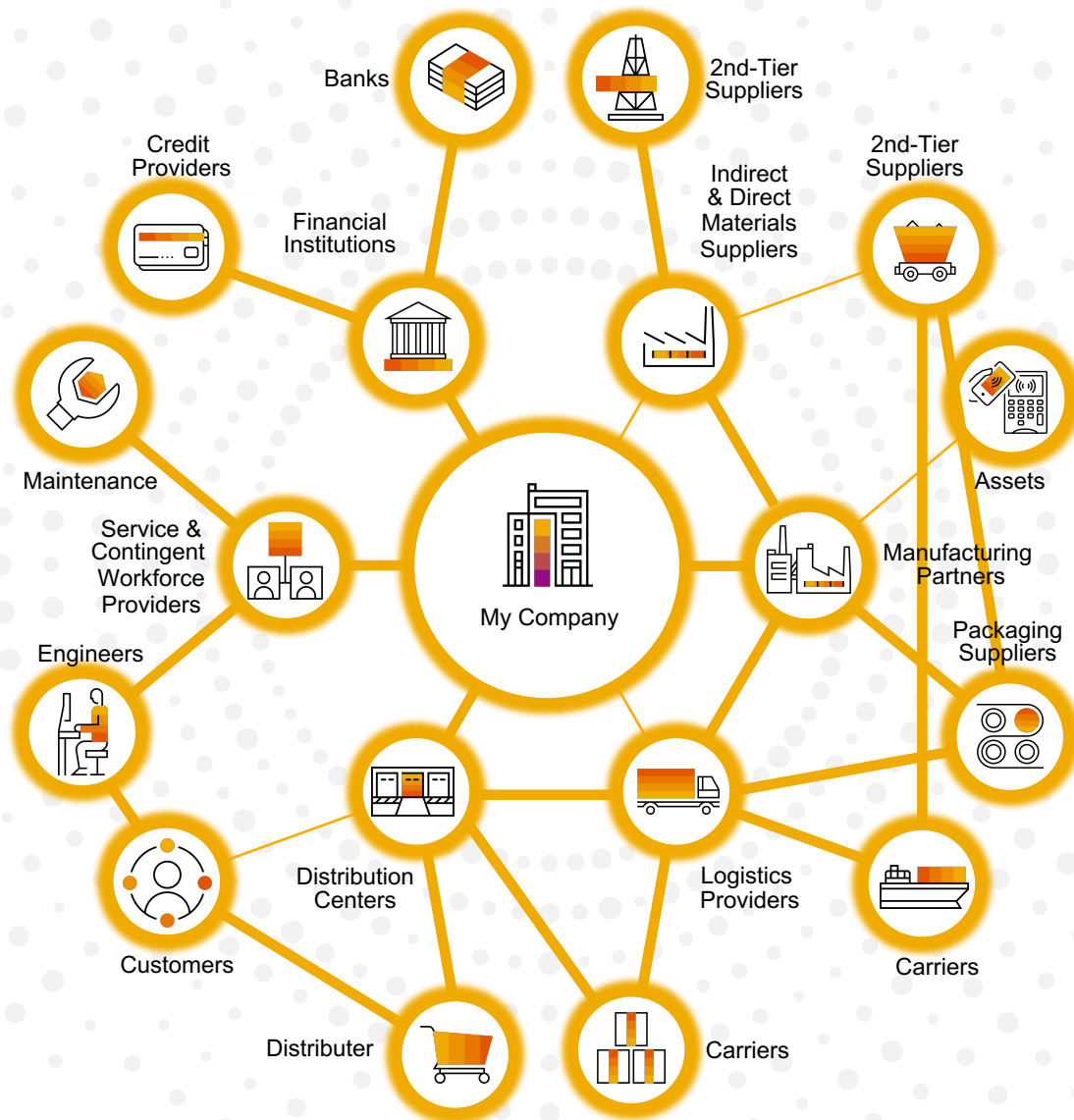
Our Vision

Transform today's fragmented supply chains into resilient, agile, and collaborative networks.



Our Vision

Transform today's fragmented supply chains into resilient, agile, and collaborative networks.



What is the value of a unified business network?

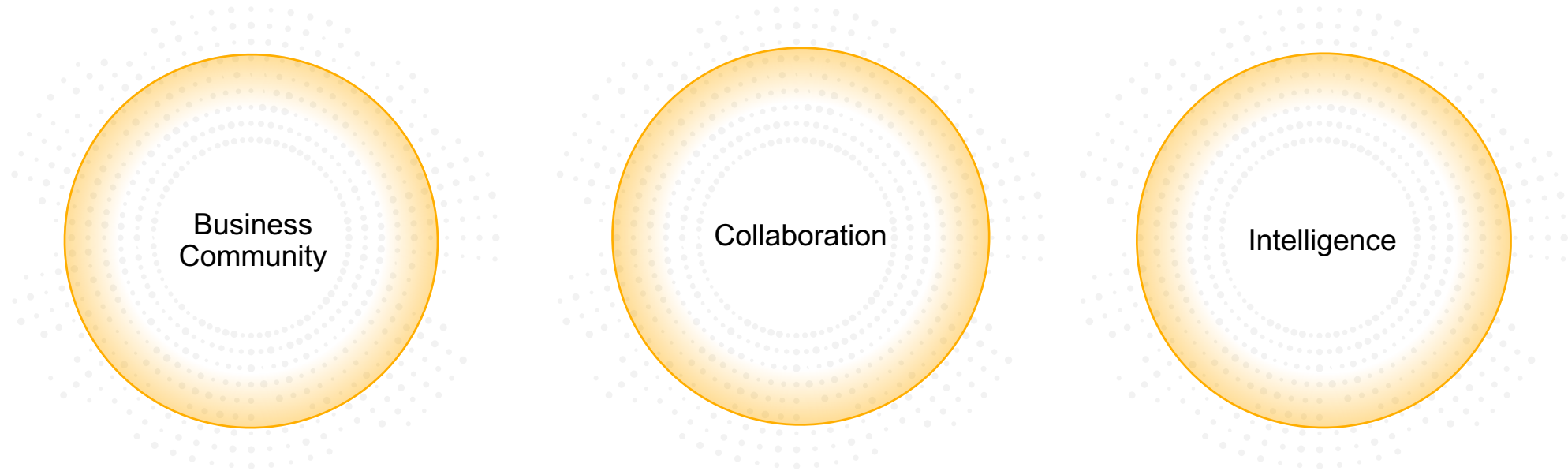
Company works with a contract manufacturers, who in turn relies on a packaging and part supplier, who in turn relies on raw material suppliers.

They ship finished goods to a Distribution Center, who then transports to a distributor, who then sells to a customer.

And they all rely on carriers to get everything where it needs to go, and a financial network to pay for everything.

If the equipment requires maintenance, a service engineer is contracted to fix under a maintenance contract.

SAP Business Network



SAP Business Network

Creating an open, unified, and intelligent network that delivers:

A global network of partners to better meet your business needs.

Network-wide process orchestration that redefines collaboration.

Integrated intelligence to deliver predictability.

Leveraging the power of SAP and partner networks



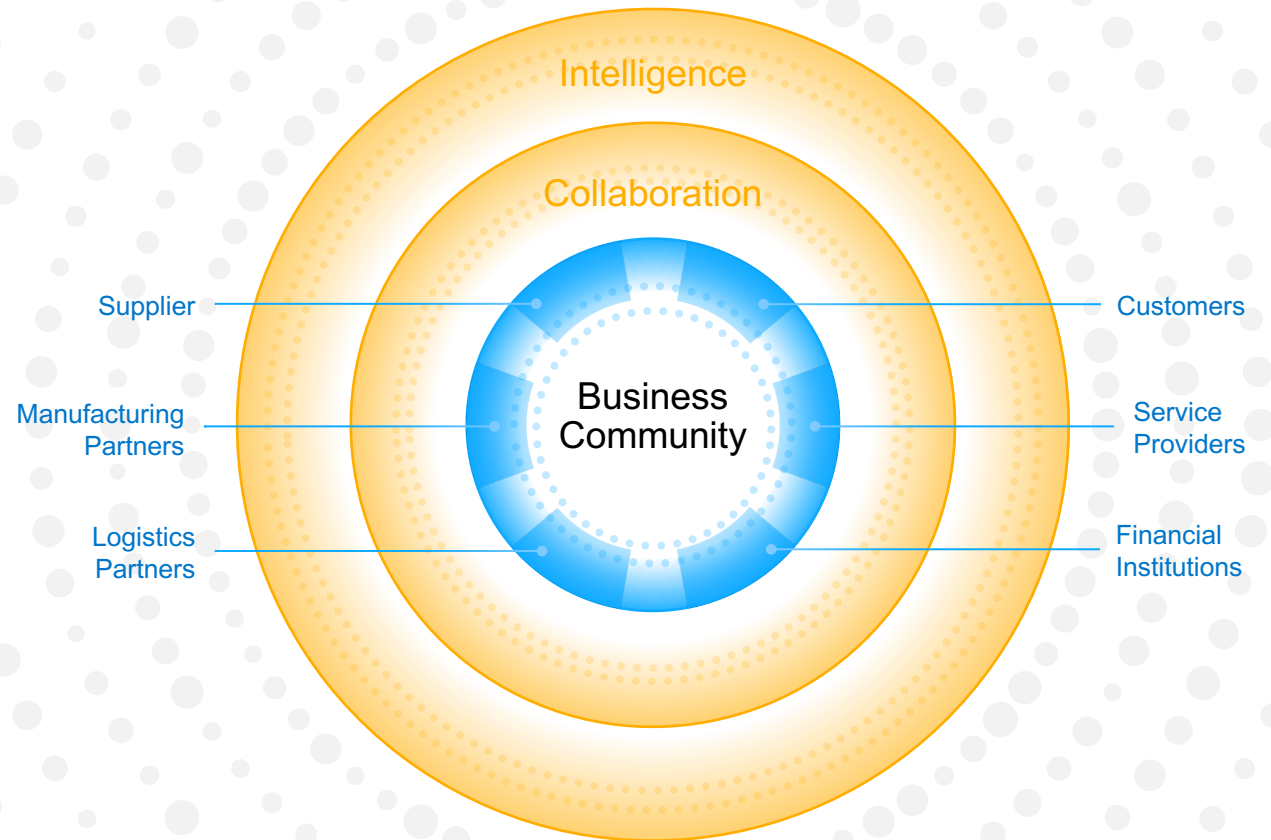
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Business Community of Trading Partners

Common trading partner directory
for ease of onboarding, search & discovery.

Single data model and user experience
to connect heterogeneous systems and processes.

Enhanced through Open APIs
to integrate with third-party networks and value-added services.



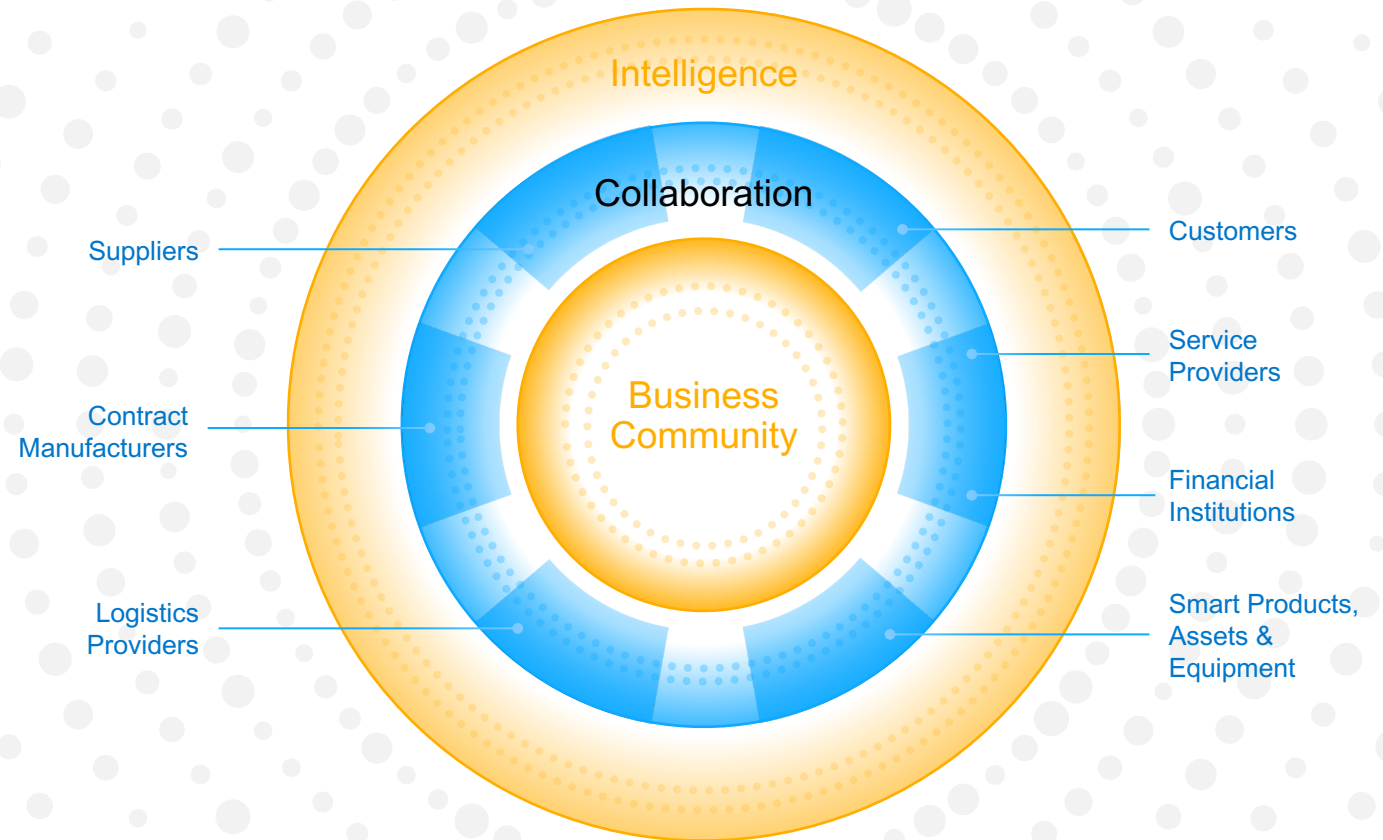
SAP Business Network

End-to-End Collaboration

Frictionless collaboration
by role or by function.

Streamlined processes and workflows
across your business and trading partners,
freely and securely.

Communicate in real-time
with the right information at the right time,
across trading partners



SAP Business Network

Leverage the collective Intelligence of the network.

Understand results

to learn from trends and benchmarks.

Act in real-time

leveraging dashboards and exception alerts.

Predict changes

to avoid disruptions and identify opportunities.



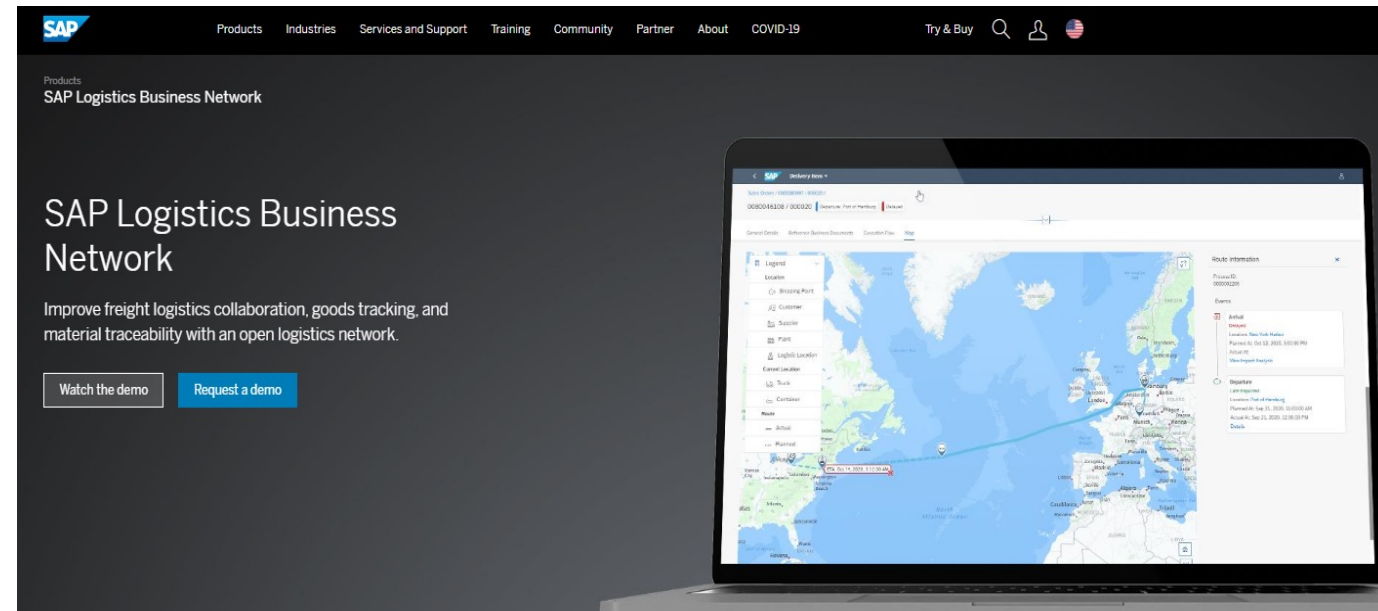
SAP Business Network

Open, Unified, and Intelligent

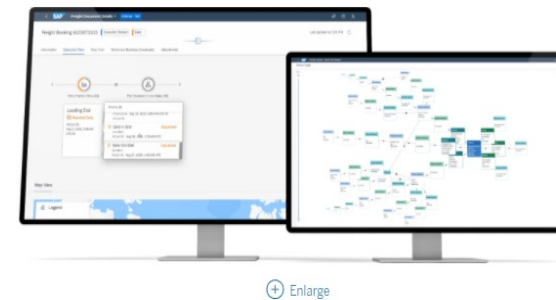


Where to find more information

- [SAP.COM](https://www.sap.com)
- [SAP Store](https://store.sap.com)
- [Help Portal](https://help.sap.com)



Ease intercompany logistics with
collaboration and insights



Benefit from an open logistics network that connects business partners for intercompany collaboration and insights. SAP Logistics Business Network provides a central entry point to manage logistics transactions, exchange documents with key business partners, and gain transparency across the complete value chain through an open, network of networks strategy.

- ✓ Cloud deployment
- ✓ Access to a single business partner directory
- ✓ Integration of logistics management processes
- ✓ Role-based access based on specific needs

[Read the information sheet](#)

Thank you

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