



9. Infotag für den Einkauf

Innovativer Einkauf mit SAP

Dennis Bruder, Chief Product Owner SAP S/4HANA Sourcing & Procurement
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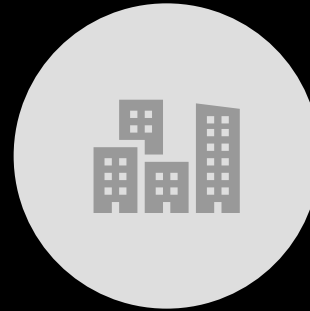
Content



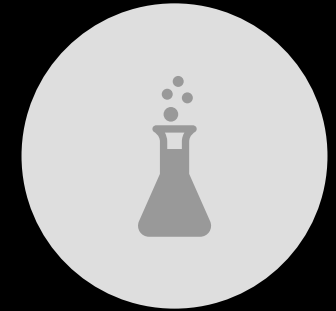
INTELLIGENT
PROCUREMENT
STRATEGY



INTELLIGENT
PROCUREMENT
SCENARIOS



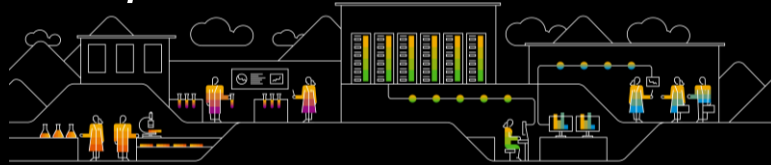
INTELLIGENT SUITE
PROGRAM



LAB INSIGHTS

From Manual to Autonomous Procurement

Market pressure forces customers to ...



60% of the P2P processes have the potential to be fully or largely automated

– A roadmap for digitizing source-to-pay – McKinsey 2017

Deal with increased innovation speed



Automate procurement and invoicing



Cope with shorter product lifecycles



Source for best possible suppliers



Fully digitalized Source-to-Pay process

Super-fast mass processing of data

Realtime Analytics

Collaboration via CoPilot

01011
11010
10111
01101

Digital Procurement

Proactive Insight-to-action in Source-to-Pay Process based on Situations

Recommendations by Machine Learning

Predictive Analytics

CoPilot as Digital Assistant

Intelligent Procurement

Automated process steps by Situations and Machine Learning

Robotic Process Automation for recurring tasks

Process Automation Framework

Next-gen Processes

Invoice Automation

Automated Procurement

Autonomous operational procurement processes by RPA and Machine Learning

Autonomous Sourcing decisions

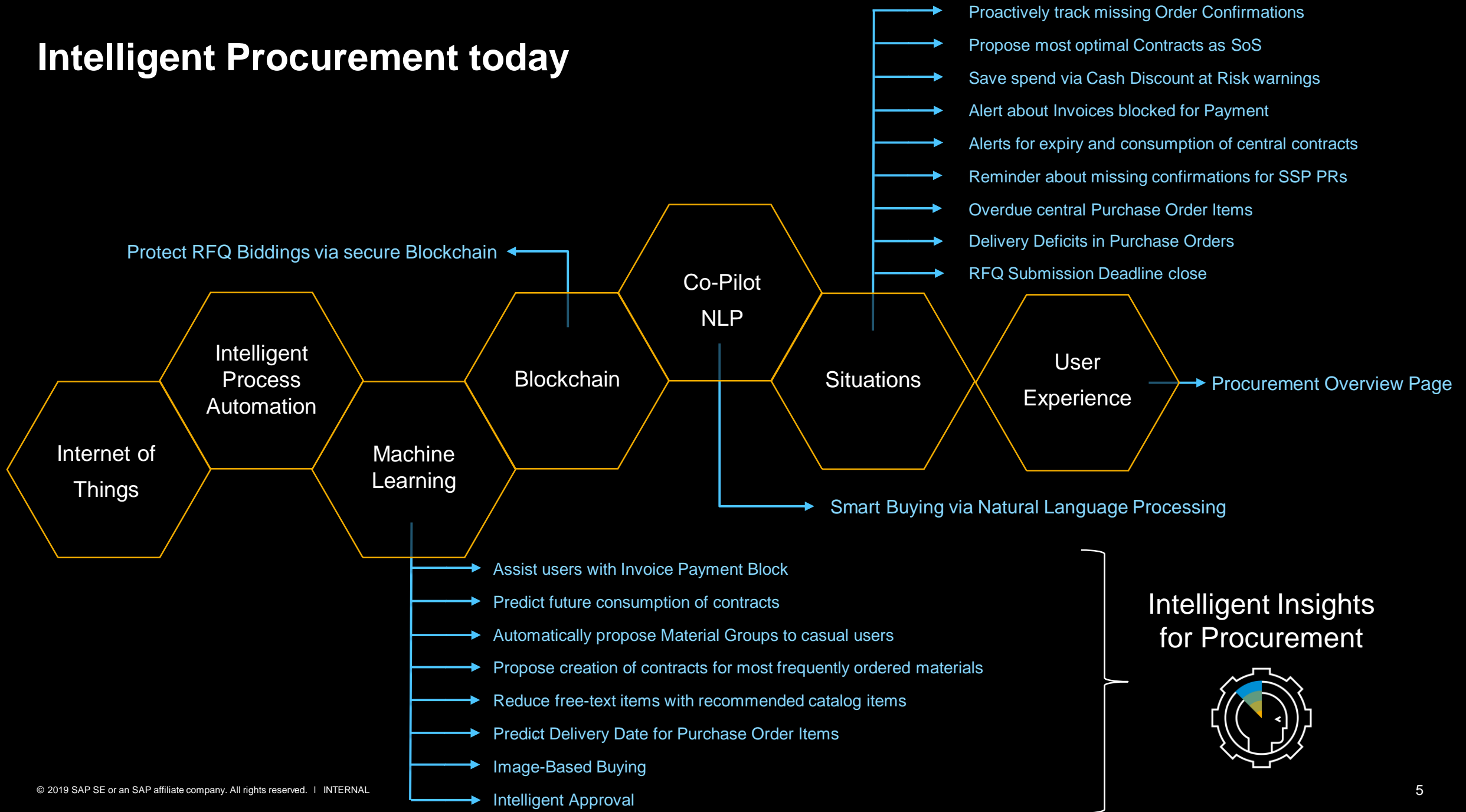
Strategic decisions carried out by intelligent assistants

Conversational chatbots

Autonomous Procurement



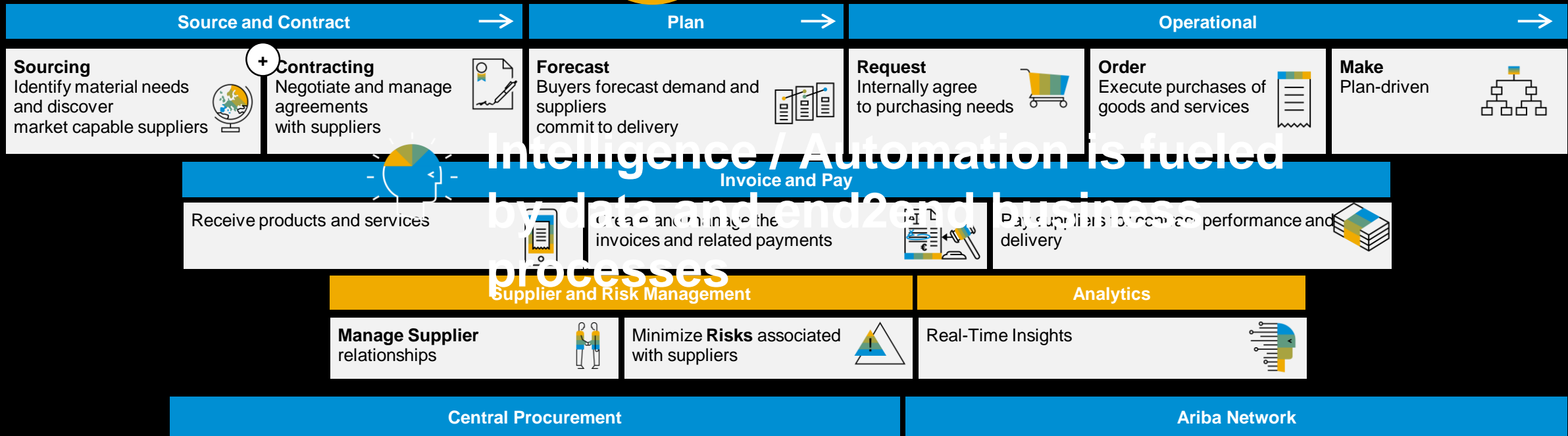
Intelligent Procurement today



Intelligent Innovations in S/4HANA Sourcing & Procurement



IES as part of the Innovation Strategy



Intelligence / Automation is fueled by data and end-to-end business processes



3.8 million suppliers on network as core differentiator

3.0\$ trillion spend transacted via the network

Lab Insights



Intelligent Contract Negotiation



Image-based Ordering



Intelligent Approval

How we build

Go all in on the Intelligent Suite

Building the Intelligent Suite has priority

Make our platform the best in the business

Enrich the platform with business content to create the best business platform in the market.

Focus on value creation

Anything that does not provide a clear value to our customers is waste that derails our efforts on a challenging journey.

Think big, start small, move fast

Work bottom-up starting with four priority Intelligent Suite scenarios: Lead-to-Cash, Total- Workforce-Engagement, Design-to-Operate, and Procure-to-Pay.

Engage our ecosystem

Give partners the best cloud tools to build applications with and a competitive commercial model to engage with customers.

Vielen Dank!

Fragen?