

Delivering better supply chain outcomes with enhanced supplier collaboration

Enhancing forecasts and automating collaboration to handle supply chain stresses

Imprecision in a supply chain breeds unnecessary risk and cost—often in the form of high safety stock levels, high inventory carrying costs, stock-outs, or missed or delayed shipments. During the COVID-19 crisis, with its restrictions and effects on both supply and demand, these risks are likely elevated—and indeed many organizations have already reported COVID-19-related supply chain disruptions.

A path forward

Anticipating and preventing these disruptions involves visibility and coordination across the supply chain and among trading partners—to help get sellers and buyers on the same page. While many ERP systems already include some forecast planning functionality, **SAP® Ariba® Supply Chain Collaboration** with **SAP® Integrated Business Planning**, and **SAP S/4HANA®**—enabled with help from Deloitte—can enhance that capability, particularly when the stresses of the COVID-19 pandemic make performance even more critical. The holistic solution brings material forecasting and planning close to a transactional execution process and delivers tangible and measurable results to help align planning and execution near real time.

By sending forecast to supplier portals and automatically receiving supplier commitments, the combination of SAP solutions provides a business led and technology enabled platform which empowers real-time, synchronized collaboration to support end to end supply chain execution and visibility providing proactive action insights.

Potential benefits

Improved supply chain visibility can produce an estimated 23 percent improvement in revenue by preventing stock-outs, increasing coverage, and potentially reducing process costs such as buying and planning by as much as 25 percent. Other benefits might include:

- Reduce uncertainty with forecast collaboration that can lead to consolidated supply chain inventories
- Establish an effective platform for continuous process improvement among trading partners
- Drive real-time, synchronized collaboration to enable more accurate execution in the supply chain
- Connect buyers with multiple suppliers through the Ariba Network
- Improve availability of critical items and reduce stock-outs

How we can help

Deloitte brings deep process specialization in the area of materials planning and forecasting and SAP-enabled supply chain planning and execution implementation experience leveraging SAP S/4HANA and Ariba worldwide. Following hybrid agile methodology, Deloitte assesses business processes and deploys accelerators that can reduce the timeline for forecast collaboration with SAP Integrated Business Planning—within a potential timeframe of four to five weeks. A typical sequence for a project might include:

- Set up project governance, kick off program with key stakeholders, analyze and segment supplier base, and review key scope
- Pilot key capabilities of future state Ariba Supply Chain Collaboration with pilot supplier, material and inventory data and create rollout roadmap
- Deep dive and understanding of gaps and specific improvement opportunities in a collaboration process between planning and execution systems. Test end to end collaboration process of material, purchase order and inventory collaboration processes and train key users in SAP Ariba Supply Chain Collaboration capabilities
- Establish communications and training, deploy the solution, and assess and plan future deployment waves

Once the foundational scenario is in place, Deloitte assesses the scope for additional collaboration functionalities.

The Deloitte difference

Deloitte brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise™—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities. When you work with our team to transform finance and improve your period-end close capabilities, you get access to Deloitte’s deep industry-specific experience—which grows daily as we help enterprise leaders across the globe reimagine *everything* and use SAP solutions to help solve complex business challenges.

Deloitte.

Let's talk

If making your operations more collaborative and responsive is a priority for your organization, we should talk. Contact us to learn how we can help you take supply chain collaboration and business planning to the next level with SAP solutions—so you can effectively address COVID-19-related challenges as well as future waves of disruption.

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