

Deloitte.



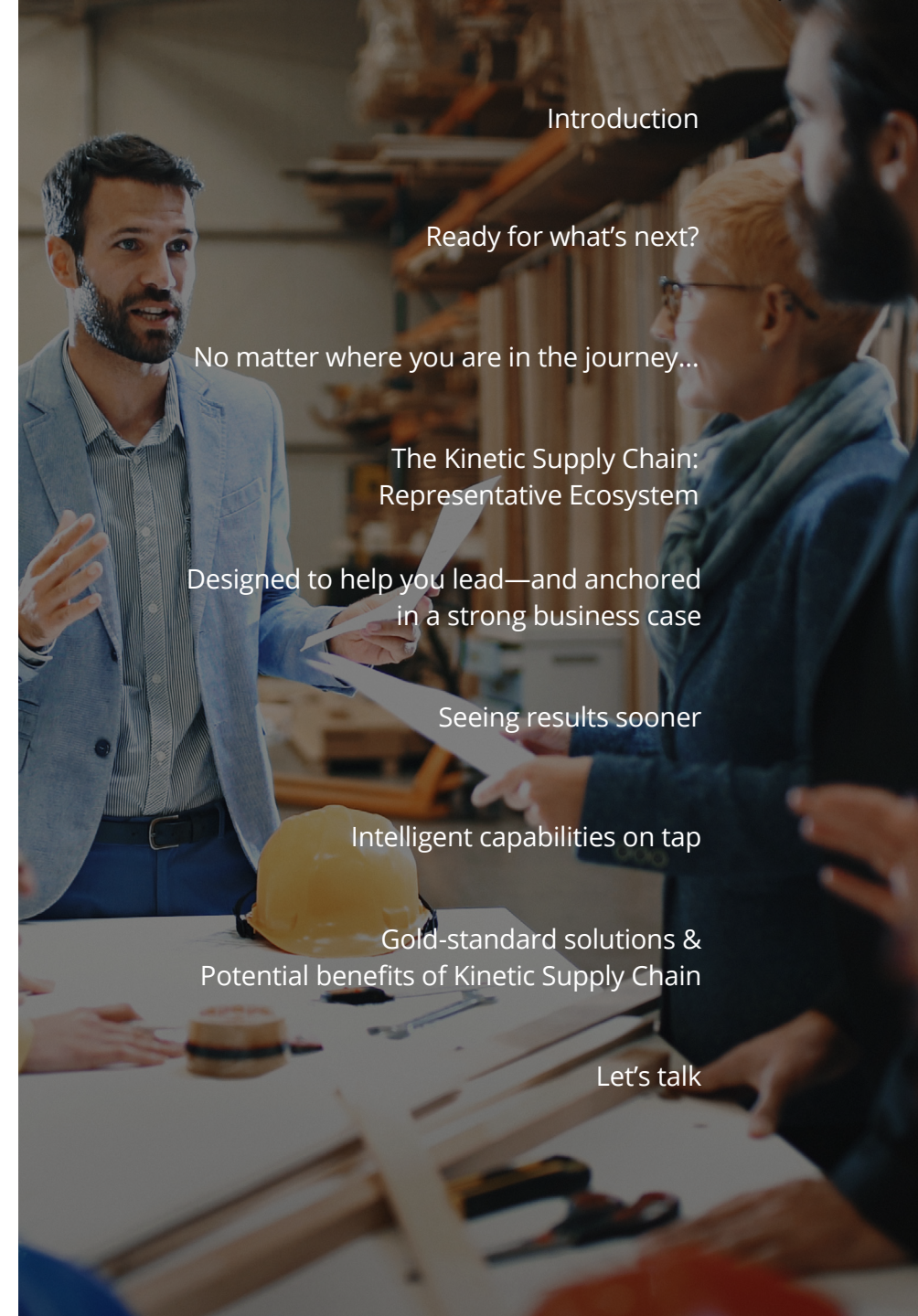
Kinetic Supply Chain

Realizing value fast with built-to-evolve capabilities for a constantly evolving business environment

Introduction

What do you think about when someone mentions supply chain transformation? Within any organization today, when you pose the question to different people, you can expect to get vastly different answers. And those answers may change from day to day as the pace of business disruption accelerates across the globe.

So how can you enable supply chain capabilities that address any and all transformation needs—individually or holistically—across planning, procurement, distribution, and operations? And how can you do it in a flexible, responsive way as part of a unified vision for your business?



Introduction

Ready for what's next?

No matter where you are in the journey...

The Kinetic Supply Chain:
Representative Ecosystem

Designed to help you lead—and anchored
in a strong business case

Seeing results sooner

Intelligent capabilities on tap

Gold-standard solutions &
Potential benefits of Kinetic Supply Chain

Let's talk

Ready for what's next?

If the years 2020 and 2021 taught us anything, they taught us that supply chains must be more. They must be more insights-driven, more agile, more risk-attuned, and more disruption-proof. Today's vision? Kinetic Supply Chain capabilities that allow you to move with greater speed and confidence no matter what the future throws at you.

At Deloitte, we work each day across the globe and across industries to help clients enable Kinetic Supply Chain functionality as part of our vision of the built-to-evolve enterprise—the Kinetic Enterprise™. From the core to the edge, it is an enterprise that is designed to respond at the pace of disruption, supported by a clean ERP, intelligent capabilities, cloud-driven responsiveness, and an inclusive ecosystem of capabilities.

The four pillars of the built-to-evolve Kinetic Enterprise

- **Clean.** It runs with a clean core or ERP and minimal technical debt—moving away from legacy systems that involve tremendous amounts of custom code.
- **Intelligent.** It leverages its data and solutions such as SAP technologies to build intelligence and insights ... which, in turn, can drive new levels of automation, efficiency, service, and growth.
- **Inclusive.** It operates with a complete ecosystem of applications, services, and capabilities that allow it to optimize business processes, innovate readily, and pivot rapidly.
- **Responsive.** The Kinetic Enterprise doesn't just react to change. It stands ready for it, and it is cloud-enabled so it can scale "right"—on demand.

Kinetic Supply Chain

No matter where you are in the journey...

Our Kinetic Supply Chain solutions and services offer a modular approach to supply chain transformation. They provide discrete integrated offerings that include intelligent, preconfigured solutions, allowing you to address specific priorities or end-to-end enterprise needs.

- **Kinetic Planning**
- **Kinetic Procurement**
- **Kinetic Distribution**
- **Kinetic Operations**



Kinetic Supply Chain

Across our Kinetic Supply Chain portfolio, we leverage the power of SAP solutions, including the SAP S/4HANA® digital core ERP, SAP® Integrated Business Planning, SAP DSC cloud solutions, SAP Business Network, and SAP® Ariba® for procurement. We also bring to bear additional focused offerings that can help you transform the supply chain in a targeted way, including:

- **Smart Factory**—An intelligent, IoT-enabled production environment that can deliver new levels of insights, efficiencies, and service
- **Core-to-PLM**—Preconfigured solutions for integrating SAP technology and Siemens product lifecycle management offerings

Kinetic Supply Chain—defined

Built to evolve, Kinetic Supply Chain represents a network of capabilities and technology. It allows a company to sense demand shifts and supply disruptions, and rapidly reconfigure its supply network to deliver sustainable value in an evolving market. It also supports cost savings, thanks to a clean core and intelligent digital technologies, as well as an ecosystem of partners, capabilities, and data.

- A true end-to-end Kinetic Supply Chain will include these elements:
- Synchronized planning
- Intelligent supply
- Dynamic fulfillment
- Smart operations
- Digital development
- Connect customers

The Kinetic Supply Chain: Representative Ecosystem

Intelligent Supply

Kinetic Procurement

- Intelligent Supply Analytics
- Category Management
- Source Execution
- Digital Contract Management
- Compliance
- Invoice Payment & Processing
- Supplier Collaboration

Synchronized Planning

Kinetic Planning

- Intelligent Demand Management
- Responsive Demand Supply Matching
- Dynamic Flow Optimization
- Supply Network Design
- Enterprise Planning & Control Tower

Smart Operations

Kinetic Operations

- Cognitive Manufacturing
- Smart Factory
- Field Services Management
- Shop Floor Automation and Visibility
- Production Optimization
- Inventory Optimization
- Workforce Optimization

Dynamic Fulfillment

Kinetic Distribution

- Automated Fulfillment Signals
- Chain of Custody and Integrity
- Omnichannel Order Fulfillment
- Efficient Warehouse Operations
- Optimal Path Selection
- Adaptive Network Response
- Efficient Transportation Operations

Key capabilities

(representative)

SAP solutions

(representative)

- SAP S/4HANA
- SAP Ariba
- Ariba Network
- SAP Central Procurement

- SAP S/4HANA
- SAP Integrated Business Planning
- SAP Ariba
- Ariba Network

- SAP S/4HANA
- Digital Manufacturing Cloud
- SAP Manufacturing Execution
- SAP Asset Intelligence Network
- SAP Asset Management
- SAP Field Service Management

- SAP S/4HANA
- SAP Extended Warehouse Management
- SAP Transportation Management
- SAP Logistics Business Network
- SAP Global Track & Trace
- SAP Global Trade Services

Kinetic Supply Chain

Designed to help you lead—and anchored in a strong business case

Whether you are a chief procurement officer, chief supply chain officer, chief operations officer, or another leader charged with supply chain transformation, Deloitte's Kinetic Supply Chain offerings can offer you a streamlined path to new benefits, including spend visibility, operational agility, risk mitigation, improved product lifecycle management, predictive planning, quality control, and delivery excellence.

With Kinetic Supply Chain functionality, you can see value sooner, achieve business outcomes that are potentially self-funding, and sustain savings over the long term.



Gold-standard solutions

Each of our Kinetic Supply Chain offerings is embedded with capabilities that are tightly aligned with Association for Supply Chain Management (ACSM) guidance—so you can worry less about whether you’re doing things according to leading practices when it comes to planning, sourcing, making, and delivering products.

Kinetic Supply Chain offerings are also designed using Deloitte’s Enterprise Consciousness approach—a proprietary enterprise process view “heat map” that examines functional capabilities across multiple dimensions. Including ACSM capabilities, Enterprise Consciousness serves as a powerful business process repository as well as an engine for new process models that can support transformation—encompassing kinetic practice supply chain processes built on the ASCM framework, associated user stories, job profiles, risks and controls, key design decisions, and other technical attributes

The benefit? Solutions that are designed from the ground up with a deep and meaningful understanding of relevant business processes—all to help you optimize your business.

Potential benefits of Kinetic Supply Chain

- Pivot fast to addressing a turbulent business environment
- Become a more agile organization that can readily address customer demands
- Unlock insights and enabled intelligent capabilities that can drive an agile enterprise
- Enable a more predictive, proactive, and efficient supply chain
- Bolster your ability to deliver the right product to the right place at the right time

Intelligent capabilities on tap

When it comes to our Kinetic Supply Chain portfolio, another key to speed is embedded machine intelligence. Not only do we leverage machine learning, robotic process automation, artificial intelligence, and cloud to do the heavy lifting and tedious upfront work of a data-driven systems transformation, we also apply intelligent tools to help run parts of your business.

For example, why burden your people with the task of sifting through layers of data and rapidly changing factors—from prices to storage constraints—to determine how much of a commodity to purchase? Why not let intelligent solutions do the thinking—with humans in the loop, helping to constantly improve outcomes? Intelligent spend management is another area where Deloitte excels, leveraging AI to understand where you are spending, identify redundancies, enable efficiencies, and determine opportunities for savings.



Seeing results sooner

What sets Deloitte and our Kinetic Supply Chain offerings apart?

One big thing is speed to value, driven by things like:

Our tools—Proprietary accelerators, preconfigured solutions, and industry-specific applications, including our Kinetic Microservices—as well as our IndustryPrint™ approach for aligning technologies with business process.

Our experience—Industry-specific experience and capabilities across the entire advise-implement-operate spectrum—meaning we can do everything from helping you make the business case for transformation to helping you run your business in the cloud.

Our relationships—More than 31 years of collaboration and co-innovation with SAP®, netting us multiple SAP® Pinnacle Awards and distinction as a launch partner for efforts such as SAP's industry cloud initiative.

Our team—More than 23,000 business and technology professionals focused on SAP solutions worldwide, as well as hundreds of supply chain network optimization (SCNO) specialists—bringing together market-leading SCNO thinking with award-winning technology enablement.

Kinetic Supply Chain

Let's talk

You may not know what's headed your way tomorrow, but your supply chain should be ready for it. Whether you want to make planning more predictive, procurement more intelligent, distribution more frictionless, or operations more streamlined, we should talk. We can provide a demo of solutions, in action, help you explore the possibilities through our Kinetic Supply Chain Lab, or discuss a specific challenge you are facing. Contact us to get the conversation started.

Subit Mathew

Managing Director

Deloitte Consulting LLP

submathew@deloitte.com

Brent Griffith

Managing Director

Deloitte Consulting LLP

bgriffith@deloitte.com

SAP@deloitte.com

www.deloitte.com/SAP

 @DeloitteSAP





About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the “Deloitte” name in the United States and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see www.deloitte.com/about to learn more about our global network of member firms.

This publication contains general information only and Deloitte is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this publication.