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**Where the supply chain and  
business planning meet**

What it takes to deliver  
end-to-end enterprise value

# Where the supply chain and business planning meet

What it takes to deliver end-to-end enterprise value

“How can you gain visibility into your suppliers’ landscapes while providing suppliers visibility into your own needs?”

Getting new value across the supply chain can be challenging enough. Add the pressures of business planning to the mix, and challenges can grow exponentially. How can you plan for product demand while also ensuring you can execute effectively on the supply side? How can you gain visibility into your suppliers’ landscapes while providing suppliers visibility into your own needs?

As leaders across all industries continue to seek new value, they ultimately ask one key question: How can I see across my entire supply-and-demand base to glean new insights, remove uncertainties, identify new opportunities, automate processes, and gain new efficiencies?

## **Collaborative value—from end to end**

For many leaders, answering that question involves a lot of “connecting the dots.” They might cobble together information from multiple systems, relying on tedious manual processes to assemble a big-picture view. Or they might work diligently to integrate disparate supply chain and planning systems in an attempt to streamline processes and improve data transparency. Those approaches are rarely simple. They often can be inefficient or ineffective.

The good news is that SAP® Ariba® already delivers a powerful suite of cloud-based solutions for direct spend, including supply chain collaboration with trading partners, while SAP® Integrated Business Planning

(IBP) offers cloud functionality that supports a range of planning needs—demand planning, inventory planning, response management, demand sensing, and more. SAP Ariba solutions can help you streamline the supply chain. SAP IBP offerings can help you improve forecasts, get ahead of demands, and bring a more integrated approach to sales and operations planning.

The even better news is that SAP has worked to tightly integrate the two solution offerings, providing greater visibility across the entire supply-and-demand landscape. Connecting the two solutions can deliver a true end-to-end supply chain platform that extends functionality deep into your back office and into the planning processes that

support your front office while improving your supply chain planning and execution processes by providing visibility into availability of supply.

Put both solution sets together into a unified ecosystem and you can get new value on a massive scale—all delivered via the cloud. The final picture is one in which you can leverage a comprehensive solution that enables collaborative planning, collaborative sourcing, and collaborative execution.

But there’s a lot more to it than plugging in the two solutions. You’re going to need help.



# How we can help

Combining SAP Ariba solutions for direct spend with SAP IBP solutions will require an ability to move beyond vision. You will need help developing a holistic implementation strategy, aligning your forecasting, planning, procure-to-pay, and other core business processes with new technology—as well as integrating systems to reliably deliver the capabilities you expect. We can help.

Our extensive experience in SAP solutions—from the SAP Ariba portfolio to SAP IBP and beyond—means we have the know-how and the insights to help you start getting results that matter. Here's a look at what we bring to the table.

**Business first.** Our “business first” approach means we begin with understanding your current business processes, how you can improve them, and how a realigned set of processes can work with an integrated SAP Ariba and SAP IBP environment to deliver new value for your organization. We also can help you make the business case for moving to SAP solutions.

**Technical proficiency.** We're an SAP alliance team that offers implementation services and resells software licenses—with a relationship stretching back decades. We do more than hand off a solution. We have extensive experience in system integration, with a long track record of delivering projects on time and on budget. Whether you're looking to integrate SAP Ariba and SAP IBP solutions with other SAP offerings or non-SAP systems, we understand what it takes. Deloitte has been co-innovating with SAP in the space of integrated business planning since 2013, and has been pioneering the integration between SAP Ariba and SAP IBP solutions since the early days. We also can custom-configure solutions and layer in additional tools to enhance information transparency and boost collaboration across the enterprise.

**Comprehensive capabilities.** Our global network of more than 16,000 business and technology professionals focused specifically on SAP technology means we can address needs across the enterprise, across industries, and across geographies. More than that, we can customize our offerings to meet the particular needs of your business. We have deep industry-specific experience as well as category-level experience, to help you address the needs unique to the components and materials you use.

**Tools for moving fast.** We understand that speed is critical, which is why we have developed industry-specific templates and proprietary accelerators to help jump-start your transformation with SAP Ariba and SAP IBP solutions. We also leverage the SAP Activate innovation adoption framework and our Enterprise Value Delivery methodology to accelerate and guide transformations. The tools we employ can help significantly reduce the implementation timeline.

# Potential bottom-line benefits of SAP Ariba plus SAP IBP

Teaming with Deloitte to implement an integrated SAP Ariba and SAP IBP solution can help you improve operations across the enterprise. What kind of results can you expect?

Here are potential benefits you might see:

1. Accelerate value by deploying leading-edge supply chain and planning solutions faster
2. Boost customer service thanks to improved supply and demand planning
3. Readily identify supply issues such as bottlenecks and respond in real time
4. Receive better service from suppliers thanks to enhanced collaboration
5. Gain better visibility into costs and options for controlling them

## Comprehensive solution, comprehensive results

Four areas of potential benefits through integrating SAP Ariba and SAP IBP solutions



### Forecast collaboration

- Enhance visibility
- Boost assurance of supply
- Lower lead times
- Reduce inventory
- Increase service level



### Response management

- Analyze and react to supply chain disruptions
- Identify impact of shortages
- Analyze alternate sources of supply



### Control tower capabilities

- Get actionable alerts and analytics
- Measure performance
- Visualize data in real time across the supply network



### Scenario planning

- Develop scenarios and share them with partners
- Involve partners in the S&OP cycle
- Assess impact of supply chain disruptions and solutions

# Let's talk

If you're ready to accelerate the transformation of your enterprise and build collaborative supply chain capabilities with an integrated SAP Ariba and SAP IBP solution, we're ready to help. Contact us to get the conversation started—to request a demo, or to get additional insights that can help you strategically respond to today's big supply-and-demand challenges.

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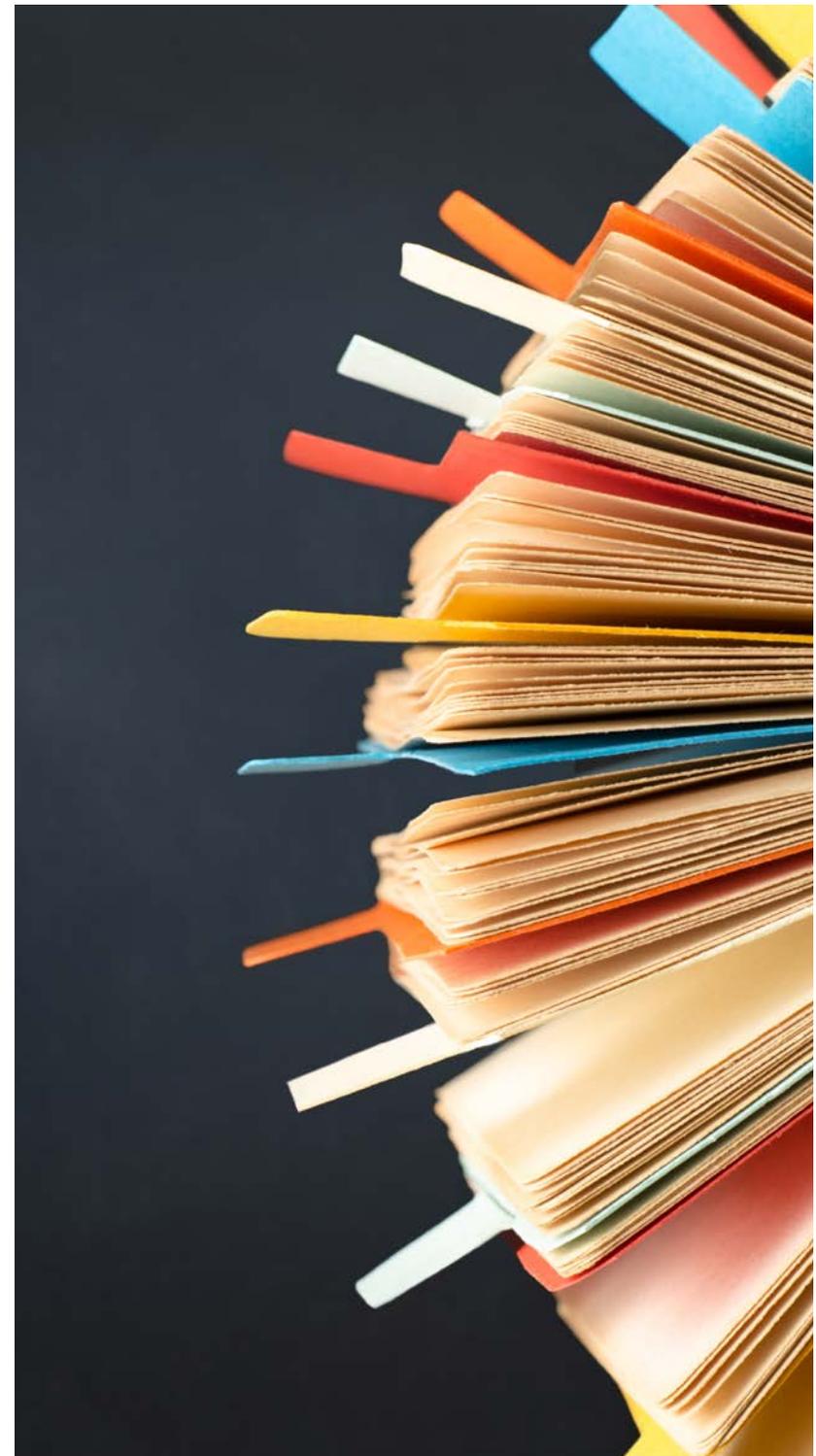
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