Kinetic Drivers Roadmap

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Q4.2020

	2020	2021 H1	2021 H2
Consumer and Retail	360° Consumer; Operations Agility	Responsive Demand Supply Balancing; Frictionless Procurement	Handsfree Order Management
Life Sciences	Operations Agility	Responsive Demand Supply Balancing; Minimize Supply Risk	Frictionless Procurement
Automotive	Vehicle Profitability	Frictionless Procurement	Responsive Demand Supply Balancing
Cross-Industry	Intelligent Spend	Touchless Payables; Predictive Financial Planning	Touchless Receivables; Continuous Close; Risk-free Finance
Others		**GPS** Minimize Supply Risk; **Prof. Service** Agile Resource Management	

Finance | Supply Chain | Customer

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Kinetic Drivers for CY 2021	Core	Delivery Transformation	Edge innovation	Industries
Touchless Payables *"Reduce AP spend by 20-30%"*	S/4HANA S/4 Treasury	Kinetic Finance Project in a box Selective Transformation	Reimagine Invoicing Reimagine GRIR Reimagine Payments	Cross-Industry
Touchless Receivables *"Reduce AR spend by 10-20%"*	S/4HANA, BRIM S/4 FSCM	Kinetic Finance Project in a box Selective Transformation	Reimagine Cash App CREDIBLE Solution Reimagine Disputes and Collections	Cross-Industry
Continuous Close *"Reduce close cycle by 25%"*	S/4HANA Blackline Workiva	Kinetic Finance Project in a box Selective Transformation	Intelligent Recon Intelligent Accrual ServiceNow Close Orchestration	Cross-Industry
Predictive Financial Planning *"Improve forecast accuracy and timeliness"*	S/4HANA SAC Planning BPC Planning	Kinetic Finance Project in a box Selective Transformation	Precision View FP&A Managed Services	Cross-Industry
Risk-free Finance *"Reduce compliance costs by 10-15%"*	S/4HANA SAP GRC	Kinetic Finance Project in a box Selective Transformation	Reimagine Risk Sensing IFRS 17 for FSI Optix JE Analyzer	Cross-Industry
Responsive Demand Supply Balancing *"Improve forecast accuracy to meet customer fulfillment needs"*	S/4HANA SAP PPDS SAP IBP	Project in a box Selective Transformation	Reimagine Inventory Control Tower Demand Brain Supply Cycle	Consumer and Retail Life Sciences Automotive
Frictionless Procurement *"Reduce direct procurement cost by 5-10%"*	S/4HANA Ariba Supply Chain Collaboration SAP IBP	Project in a box Selective Transformation	Reimagine Inventory Design Source SCC Toolkit (name change) ADAPT CogSpend	Consumer and Retail Life Sciences Automotive
Minimize Supply Risk *"Reduce supply disruption by 10-20%"*	S/4HANA QM Ariba Supplier Risk SAP GRC	Project in a box Selective Transformation	Central Site Predictive Cost Model (SCNO) CogSpend	Life Sciences Others
Handsfree Order Management *"Improve order efficiency by 15-20%"*	S/4HANA BRIM	Project in a box Selective Transformation	Intelligent Order Management (ASOP) Reimagine B2B	Consumer and Retail

For more information or to discuss a specific challenge your organization is facing, contact **SAP@deloitte.com**

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