❑ Introduction

❑ SAP Business ByDesign Overview

❑ Demo

❑ Take aways

SAP BUSINESS BYDESIGN - OVERVIEW

SAP'S BEST KEPT SECRET | JOOST VAN LANKVELD | SENIOR SAP CONSULTANT

AGENDA

SAP Business ByDesign Overview

Introduction	Overview ByDesign	Demo SAP Business ByDesign	Take Aways
1	2	3	4

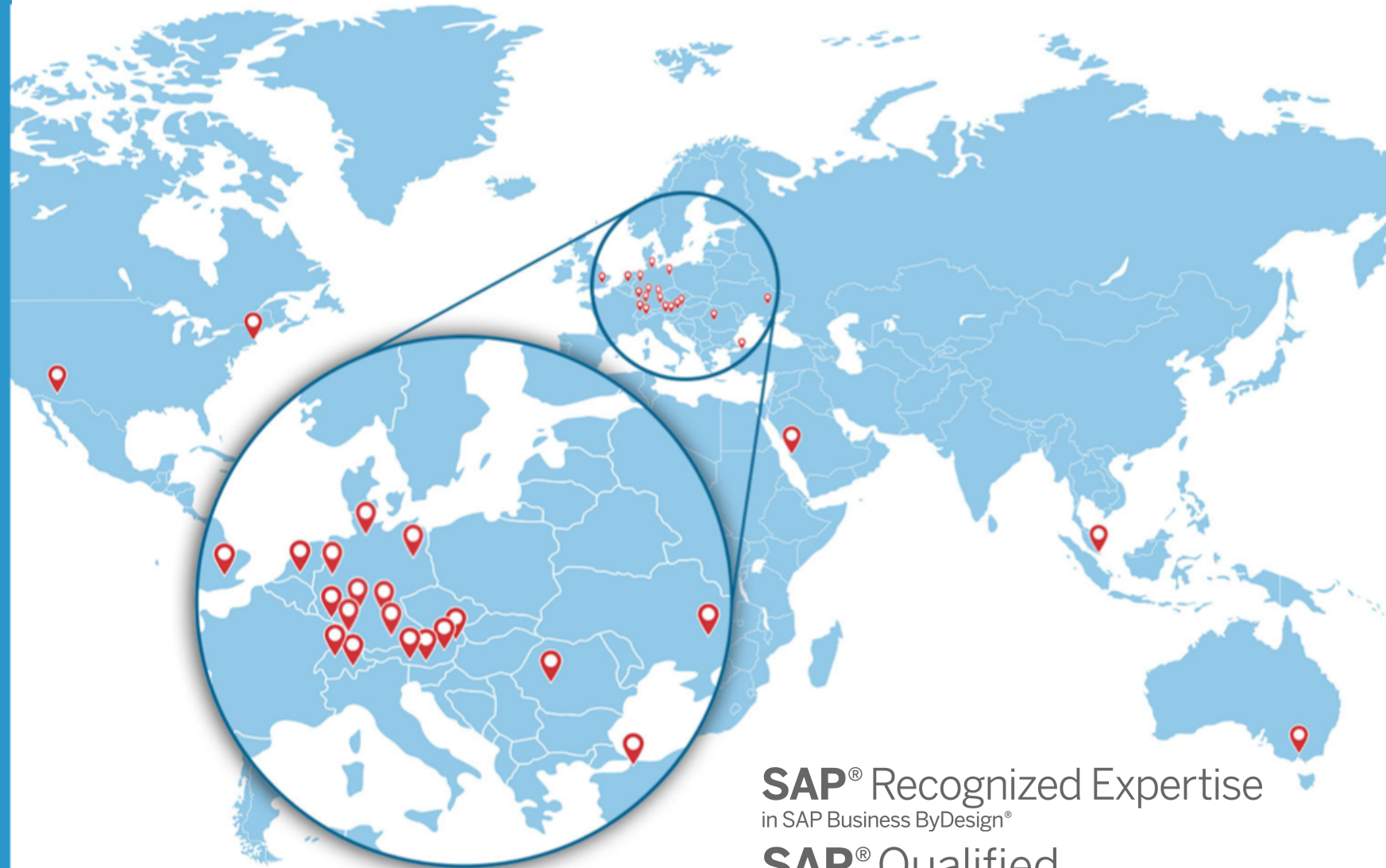| Q&A			
5			

Joost van Lankveld
Senior SAP Consultant

SCHEER WORLDWIDE

- 30 offices
- > 1,000 employees
- > 1,500 customers
- Main markets:
  EMEA, America, Asia
- Main sectors:
  Retail, consumer goods, chemicals, pharma, manufacturing, automotive, energy, telecoms, finance and public administration

SAP Business ByDesign Webinar

Scheer

SAP® Recognized Expertise
in SAP Business ByDesign®

SAP® Qualified
Partner-Packaged Solution

SAP ERP CLOUD PRODUCTS - POSITIONING

S/4HANA
- Cloud solution with 300-400 scope items to provide Best of Breed solutions and integrations, including many configuration options;

- For Large Enterprises or Global Businesses with complex business processes and IT staff

SAP Business ByDesign
- ERP Cloud Suite based on 40 E2E Best Practices;

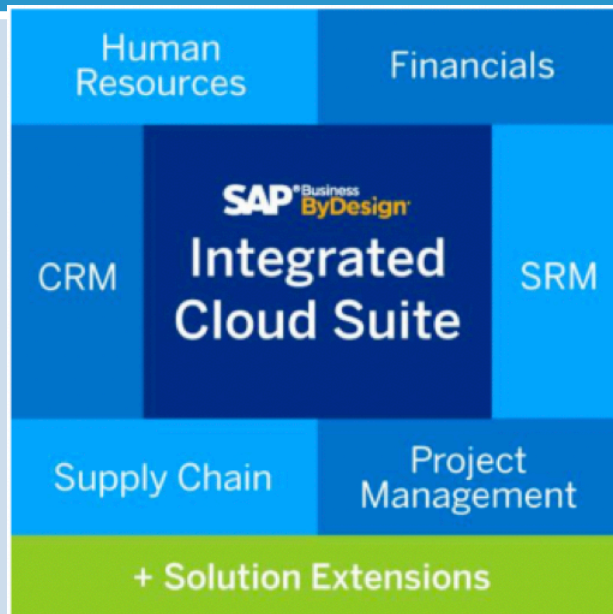- Midsize to Large Companies with medium complexity and no IT staff

SAP Business One
- ERP Cloud solution for small enterprises simple configuration

SAP BUSINESS BYDESIGN VS SAP S4 HANA CLOUD

SAP Business ByDesign
"Suite-in-a-Box"

Employee Data , Time and Labor Management

Procure-to-Pay (Request for Quotation, Sourcing)

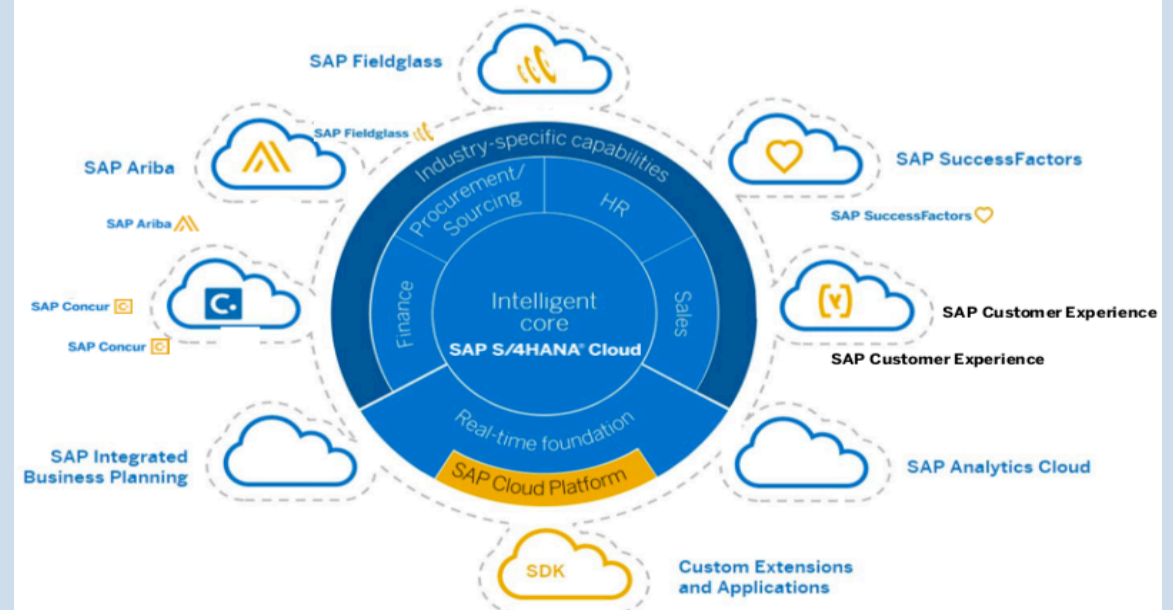Order-to-Cash (Marketing-to-Opportunity)

Order-to-Cash (Planning Projects, Executing Projects)

Expense Reimbursement
Order-to-cash (project planning)

Order-to-Cash (Warehouse, Transportation)

General Ledger (Financial shared services)
General Ledger (Closing Cockpit)

SAP S/4HANA Cloud
"Cloud Solutions around Core"

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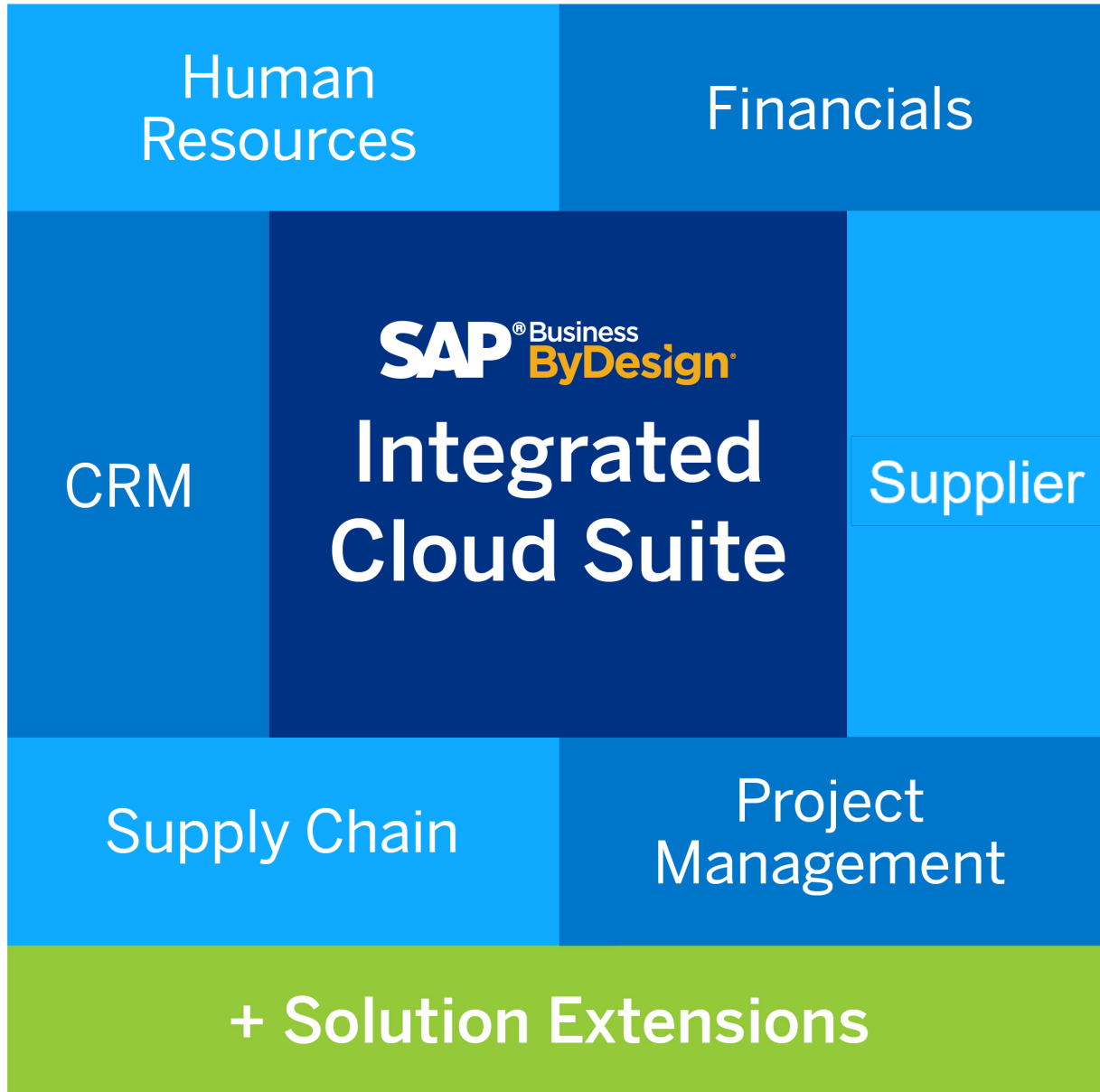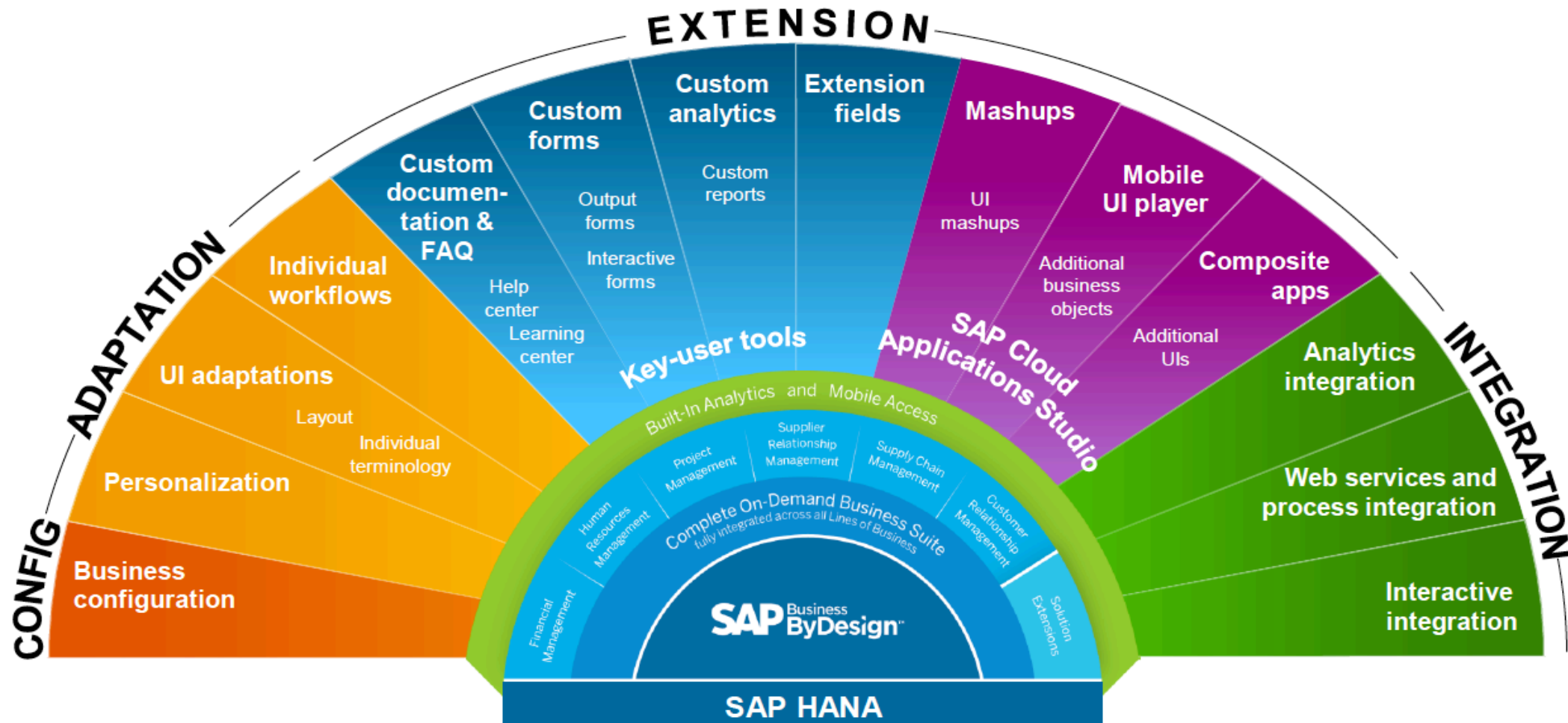**DISCOVER SAP BUSINESS BYDESIGN**

An end-to-end cloud suite for your growing business

- Turn growth potential into real results

- Connect core functions and people to time-tested best practices

- Get the foundation to scale and compete without the complexity and cost

- Grow your business your way

SAP BUSINESS BYDESIGN – ADAPTATION AND EXTENSIBILITY

SAP BUSINESS BYDESIGN – ADAPTATION AND EXTENSIBILITY

Scheer

1 Country and Type of Business	2 Implementation Focus	3 Scoping	4 Questions	5 Review	6 Confirmation

< Previous   Next >   Finish   Cancel | Save Draft

| All Elements ⌄ | | Search 🔍 ⟳ |

Export⌄ | Display Scope Changes   Hide Details   Actions⌄

Questions for Sales Orders

Set as Reviewed   Set as Not Reviewed | Group By   Group ⌄

Scoping Element	Business Option	Review Status	In Scope ?
⌄ Marketing	**Group: Approval for Sales Orders (1)**		
⌄ Sales	Do you want to use a multi-step approval process for sales orders?	Reviewed	☐
⟩ Account and Activity Management	**Group: Automatic Quote Determination (1)**		
⟩ Product and Service Portfolio for Sales	During sales order creation the solution automatically checks if open sales quotes exist.	Reviewed	☑
⟩ New Business	**Group: Availability Check for Items in Third-Party Order Processing (1)**		
⌄ Selling Products and Services	You will only be able to confirm quantities according to the procurement lead times for items in a third-party order processing scenario.	Reviewed	☑
Sales Orders			
Customer Contracts	**Group: Available to promise policy (2)**		
E-Selling	Do you want to confirm quantities and requested dates by initiating an availability check in the sales order?	Reviewed	☐
Customer Returns	Do you want to immediately confirm quantities and requested dates during sales order creation based on an availability check?	Reviewed	☑
Communication for Selling Products and Services			
Analysis for Selling Products and Services	**Group: External Labor Resources for Sales Orders (1)**		

SAP BUSINESS BYDESIGN – ADAPTATION AND EXTENSIBILITY

SAP BUSINESS BYDESIGN – PROVEN CLOUD ERP SUITE

More than **4,600+** businesses

130+ countries where ByDesign is used

Many large enterprises running ByDesign in their subsidiaries

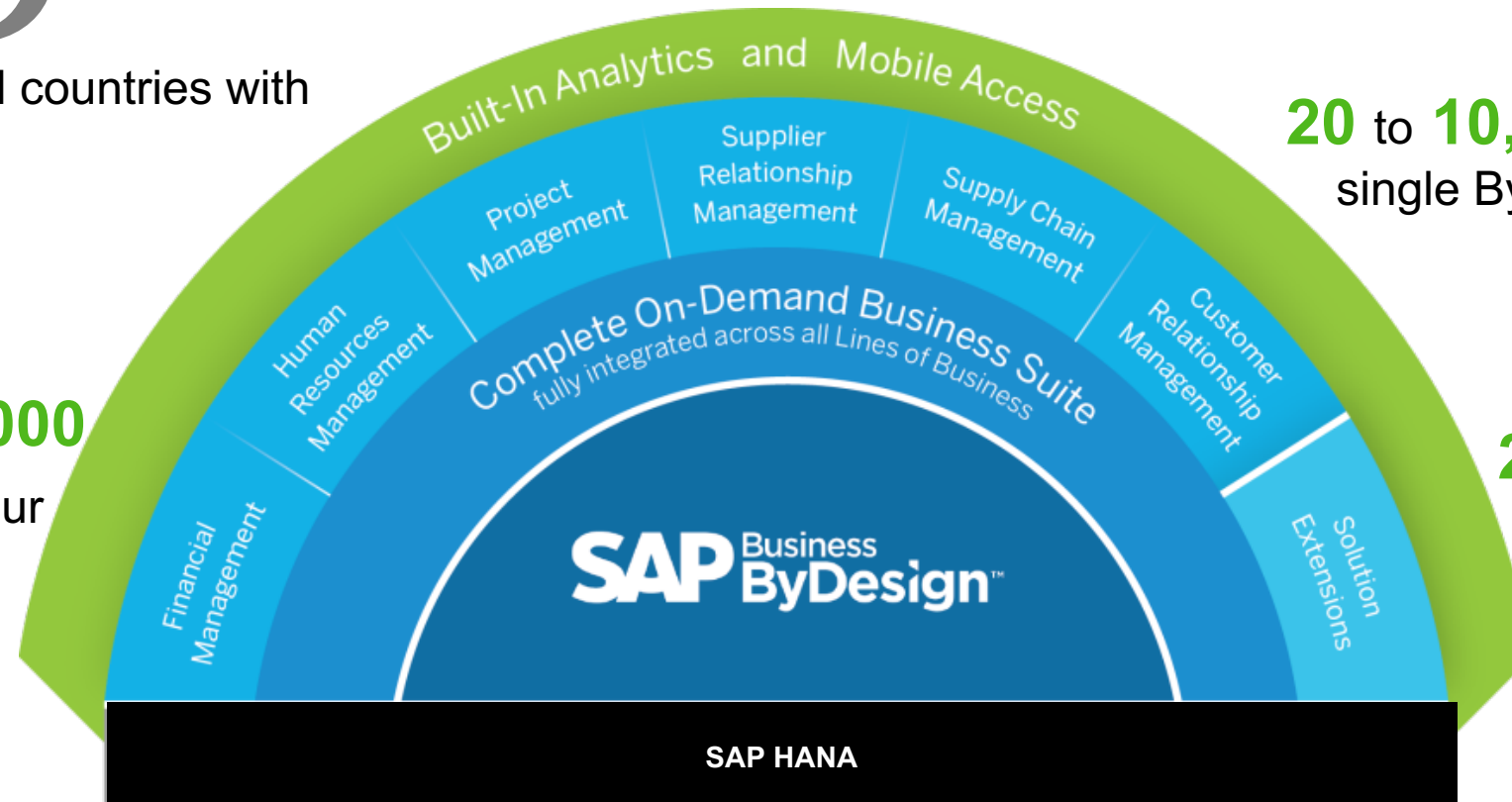**21** SAP delivered countries with **12** languages

20 to **10,000** users per single ByDesign system

Able to fully process **35,000** invoices **20** items, per hour

250+ value added partners worldwide

Built-In Analytics and Mobile Access

Project Management

Supplier Relationship Management

Supply Chain Management

Human Resources Management

Customer Relationship Management

Complete On-Demand Business Suite
fully integrated across all Lines of Business

Financial Management

Solution Extensions

SAP Business ByDesign™

SAP HANA

SAP BUSINESS BYDESIGN

–

40 BEST PRACTICE SCENARIO'S

https://scheer-nederland.nl/bp-bydesign/industry-scenarios-bydesign/

Scenario	SAP Business ByDesign
Cash and Liquidity Management	
Customer Contract Management	
Customer Return Management	
Demand Planning	
Expense Reimbursement	
Service and Repair	
Financial Closing	
Fixed Asset Management	
Intercompany Project Time And Expenses	
Intracompany Stock Transfer	
Make-to-Order	
Make-to-Stock	
Marketing to Opportunity	
Materials in Projects	
Order to Cash – Project Based Services	
Order to Cash – Standardized Services	
Order to Cash – Sell from Stock	
Order to Cash – Specified Products	
Order to Cash – Third Party Order Process	
Over the Counter Sales	
Payroll Services	
Physical Inventory Management	
Procure to Pay for Non-Stock Items	
Procure to Pay for Stock Items	
Procure to Pay for Service Items	
Product Catalog Management	
Project Management	
Product Definition	
Product Development	
Product Engineering	
Quality Assurance – Unplanned Inspections	
Request to Resolve	
Resource Management	
Site logistics and Warehousing	
Strategic Sourcing	
Supplier Return Management	
Time and Labor Management	
Workforce Administration	
Data Analytics	

SAP BUSINESS BYDESIGN – LOCALIZED COUNTRIES

SAP country versions (21)

Pre-localized countries (17)

Tax basic countries (>100)

SAP-delivered countries

- Australia
- France
- Denmark
- Austria
- Germany
- Switzerland
- Belgium
- Netherlands
- Italy
- Canada
- New Zealand
- India
- China
- South Africa
- Spain
- Japan
- UK
- Israel*
- Mexico
- United States

12 languages supported: German, English, French, Simplified Chinese, Spanish, Italian, Japanese, Dutch, Portuguese, Polish, Korean, and Hebrew

*Controlled availability

SAP prelocalized

Enhances tax basic by:

- Default country scoping
- Additional tax codes
- Withholding tax (if applicable)
- Customer-facing forms
- Country specifics (if applicable)

- Algeria
- Norway
- Sweden
- Egypt
- Finland
- Lithuania
- Morocco
- Latvia
- Estonia
- Kuwait
- Greece
- Hong Kong
- Romania
- UAE
- Thailand
- Malaysia
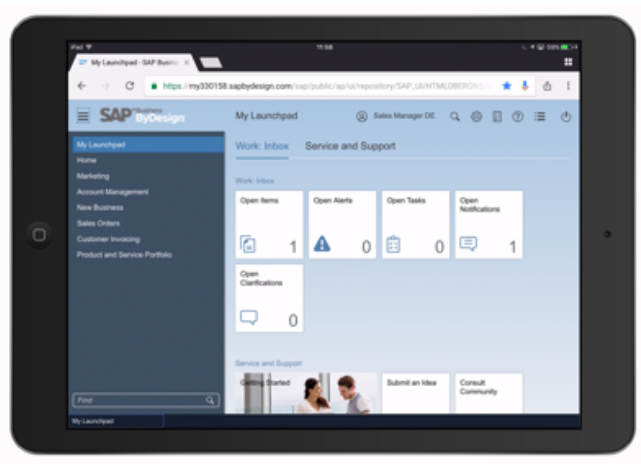- Singapore
- Poland
- South Korea*

SAP tax basic

- More than 115 countries
- Basic tax codes
- Tax number validation
- Generic tax return

Examples of partner and customer localizations

- Chile
- Malaysia
- Portugal
- Colombia
- Morocco
- Taiwan
- Costa Rica
- Nigeria
- Tanzania
- Ghana
- Peru
- Thailand
- Indonesia
- Philippines
- UAE
- Bolivia
- Vietnam

SAP BUSINESS BYDESIGN – APPS

Tablet Apps

HTML5

Reporting Apps

Phone Apps

SAP BUSINESS BYDESIGN – MY EXPERIENCE

Objective

- **Mastervolt**: Operational Excellence
- **VSL**: Implement Standard Best Practise and remove modifications
- **Stork**: Process Improvements, Implementation of a Worldwide Template

Solutions

- **SAP Business ByDesign**

Process

- **Mastervolt**: Sales, Logistics, Finance, Procurement, Internal Projects and Service & Repair
- **VSL**: CRM, Sales & Project Management, Invoicing Hours & Expenses, Logistics, Finance and Procurement
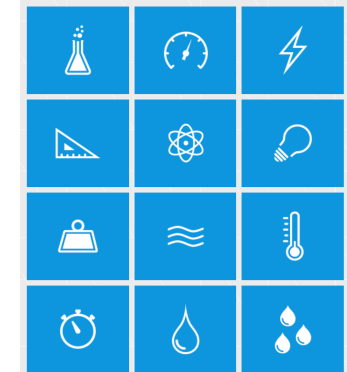- **Stork**: Sales & Project Management, Logistics, Finance and Procurement

Locations

- **Mastervolt Live**: EMEA
- **VSL Live**: Netherlands
- **Stork Live**: USA, Trinidad Tobago, New Zealand, Australia, Colombia

VSL – NEDERLANDS METROLOGISCH INSTITUUT

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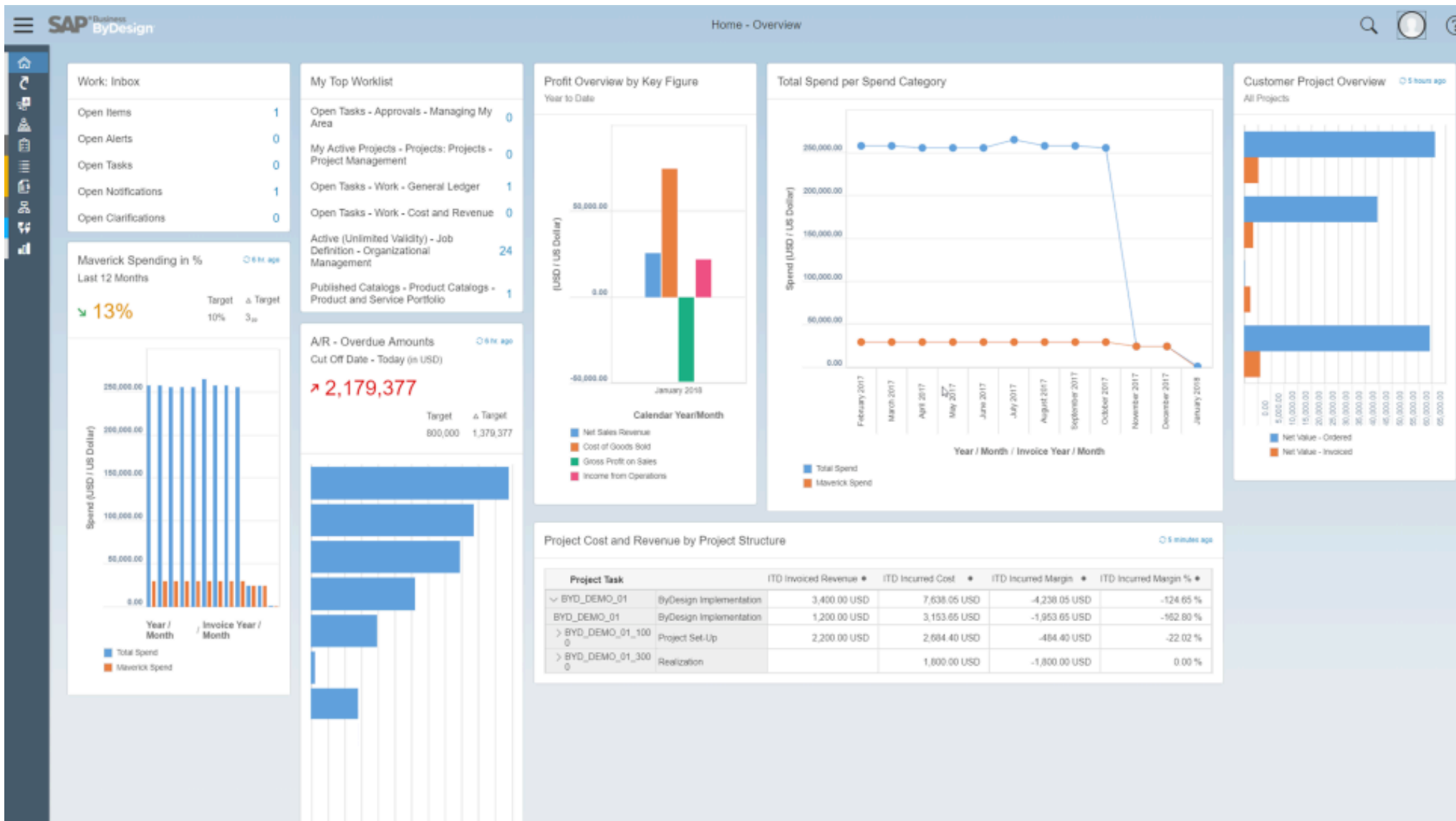| Q&A |
|---|
| 5 |

SAP BUSINESS BYDESIGN - DEMO

SAP BUSINESS BYDESIGN - DEMO

- Start with the Basics
  - Explaining the User Interface, Navigating & the Role-based principles
  - Account 360 overview

- Best-Practices
  - Order To Cash – Project Based Services (Document Flow)
  - ByDesign Mobile App – Expense Reports, Analytics & KPI's

- Side-by-Side Extensions & Interfaces
  - Demonstration van Apps

SAP BUSINESS BYDESIGN - DEMO

URL to ERP System;

https://my346117.sapbydesign.com/

LINKS SAP BUSINESS BYDESIGN

- PRODUCT PAGE
  https://www.sap.com/products/business-bydesign.html

- SAP BUSINESS BYDESIGN ROADMAP:
  https://www.sap.com/products/roadmaps/finder-all.html?sort=title_asc&search=bydesign

- TRAINING MATERIALS
  https://www.sap.com/training-certification/education-courses.html
  Youtube – just search for SAP Business ByDesign

- COMMUNITY
  https://www.sap.com/products/business-bydesign/community.html

- VNSG SAP Business ByDesign Usergroup
  https://vnsg.nl/imis/VNSGWeb/Communities/CommunityLayouts/Focusgroep_SAP_Business_ByDesign.aspx

Bestuursleden

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LINKS FOR SAP BUSINESS BYDESIGN SCHEER-NEDERLAND

- General Info SAP Business ByDesign
  https://scheer-nederland.nl/sap-business-bydesign-cloud-erp/

- SAP BUSINESS BYDESIGN – BEST PRACTICES
  https://scheer-nederland.com/best-practices/

- SAP BUSINESS BYDESIGM REFERENCE CASES
  https://scheer-nederland.com/customer-references/

- READY for PURPOSE
  - PROFESSIONAL SERVICES
  - TECHNICAL SERVICES
  https://scheer-nederland.com/ready-for-purpose-sap-bydesign/

- https://scheer-nederland.com/download-requests/

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SAP ERP CLOUD PRODUCTS – PRICING

Type	SAP Business ByDesign
Min ACV	Annual base fee is 18 K Euro; Incl 3 advanced & 2 core users
User Types	3 different user types: Advanced User | Core User | Self-service User
Storage	Unlimited storage for transactions, documents and attachments,
Localization	Including three country-specific versions
Support	24/7 Support available
Innovations & Regulations	24 months Roadmap & Quarterly upgrades
Systems	Including a test system and a production system

REMEMBER FROM THIS SESSION

Why selecting SAP Business ByDesign for your ERP solution;

- Integrated Suite in one Box with Marketing, Sales, Services, Financials, Warehousing, Production, Procurement, Logistics, Project Management and HRM;

- Flexible and adaptable without a need for IT resources

- Seamless integration with S/4HANA, SAP SuccessFactors, SAP ConCur, SAP Ariba, SAP C/4HANA

- Intuitive user interface

- Mobile Apps (iOS, Android)

- Ready to run - End to End Best Practice Scenario's;

- 24x7 available

- Integrated Migration Tool + 50 Migration Templates

- Free Access to comprehensive Training Program OpenSAP

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UPCOMING WEBINARS 2020
MOVE YOUR ERP TO THE CLOUD

- 24 sept '20 - SAP S4HANA Cloud <> SAP on Azure

- 22 okt '20 - SAP S/4HANA Cloud Manufacturing Special

- 19 nov '20 - SAP S/4HANA Cloud Migration Special

https://scheer-nederland.nl/event-schedule-cloud-erp/