exprivia

future. perfect. simple.

SAP S4Hana: Production Planning and Procurement

Web seminar, June 2021, the 3rd

Chi siamo

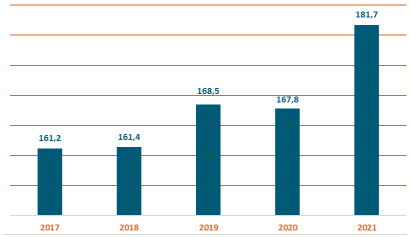
- Nata nel 2005 dalla fusione di Abaco Software (1987) e AISoftw@re (1983)
- 181,7 mln € di Ricavi Consolidati nel 2021
- Più di 2.400 professionisti, 300 dei quali impiegati su progetti R&D
- Quotata dal 2000 in Borsa Italiana
- Presente in Europa, America e Asia

Exprivia è a capo di un gruppo internazionale specializzato in Information and Communication Technology in grado di indirizzare i driver di cambiamento del business dei propri clienti grazie alle tecnologie digitali.

Presenza Internazionale

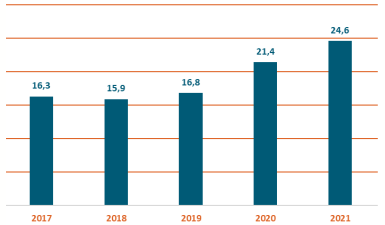
Fact & Figure

RICAVI



Milioni di Euro.

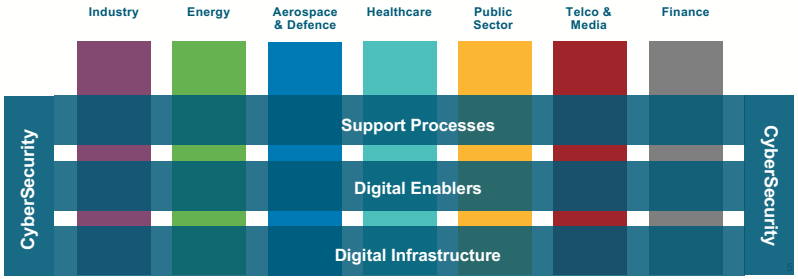
EBITDA

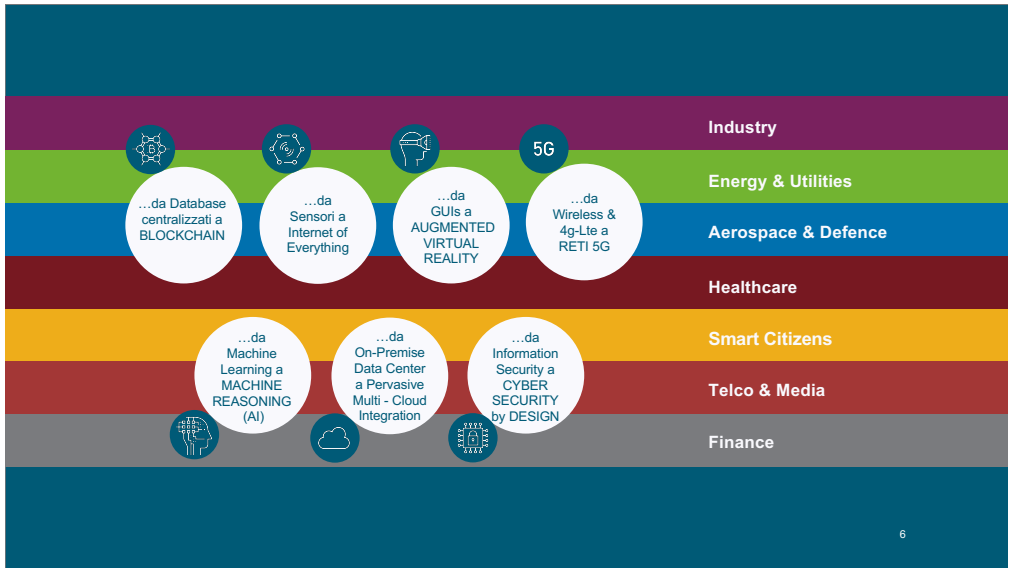


Milioni di Euro.

Business Model

Business Processes





Principali clienti

Oltre 100 aziende in numerosi ambiti della produzione industriale, della distribuzione e dei trasporti

Oltre 10 imprese in ambito Aerospace & Defence, tra cui le principali realtà del settore

Oltre 40 aziende del Settore Pubblico, inclusi diversi Ministeri, Regioni, municipalizzate e le più importanti istituzioni nazionali

Oltre 20 clienti tra operatori Telco e le principali aziende del settore Media

Oltre 20 imprese dell'ambito Energy & Utilities, tra cui le principali del settore

Oltre 160 aziende in ambito Healthcare inclusi ospedali privati e pubblici, aziende sanitarie locali e regionali e fondazioni

Oltre 90 clienti attivi nelle aree Banking, Finance & Insurance, tra cui le principali realtà del settore

Principali clienti italiani

Healthcare

A.O. Cannizzaro
A.O. Ospedali Riuniti Marche Nord
A.O. Padova
A.O. Policlinico di Bari
A.O. Universitaria di Bologna
A.O. Universitaria Meyer
A.O.U. Arcispedale S. Anna
A.O.U. Citta' della Salute
A.O.U. Senese
A.P.S.S. Provincia Autonoma di Trento
A.S.L. "NO" Novara
A.S.S.T. di Lecco
A.S.S.T. di Vimercate
A.S.S.T. Fatebenefratelli Sacco
A.S.S.T. Rhodense
A.S.U.R. Marche Area Vasta N. 2
A.U.L.S.S. 1 Dolomiti
A.U.L.S.S. 4 Veneto Orientale
A.U.L.S.S. 6 Euganea
A.U.L.S.S. 8 Berica
A.U.L.S.S. 9 Scaligera
Agenzia Sanitaria Unica Regione Marche
ASL Asti
ASL Bari
ASL BAT
ASL Brindisi
ASL Taranto
ASL TO5
ASP Cosenza
AUSL di Reggio Emilia
Az. Sanitaria Provinciale Ragusa
Azienda USL di Bologna
Azienda USL di Ferrara
Azienda USL di Modena
Azienda USL Imola
Casa di Cura Villa Verde
CSI Piemonte
Fondazione Santa Lucia I.R.C.C.S.
Gemmo S.p.A.
Gruppo Villa Maria
Humanitas
InnovaPuglia
Insiel
Intercent-ER
IRCCS Saverio De Bellis
Ist. Neurologico C. Besta
Istituto Tumori "Giovanni Paolo II"
Kronosan S.r.l.
LazioCrea
Liguria Digitale
SoReSa

Central Public Sector

Aci Informatica
Anas S.p.A.
Anpal Servizi S.p.A
Banca d'Italia
Cassa Depositi e Prestiti S.p.A.
CONSIP
Fondazione Gianni Benzi
Fondazione Istituto Italiano di Tecnologia
INAIL
INPS
Istituto Superiore di Sanità
Ministero delle Finanze
Ministero dell'Interno
Poste Italiane
Ragioneria Generale dello Stato
SDA SPA
Sogei
VVFF Vigili del Fuoco

Finance

Banca Farmafactoring
Banca Leonardo
Banca Popolare di Puglia e Basilicata
Banco Popolare di Sondrio
Cariravenna
Cedacri
Credem
Credito Valtellinese
Factorcoop
Gruppo Banco Popolare
Gruppo BPER
Gruppo Credit Agricole
Gruppo Intesa Sanpaolo
Gruppo Mediobanca
Gruppo Unicredit
Helvetia
ICCREA
Ifitalia
NEXI
Sardafactoirng
Ubi Banca

Principali clienti italiani

Enterprise

2iretegas
AB Medica
Acantho-Hera
Acquedotto Pugliese
Acquirente unico
AMA
Astra Zeneca
Birra Peroni
Delpharm Milano
Edison
EI Towers
Enel
Enel X
F2A
Fameccanica
Fater
Ferrero
Gruppo Dani
Gruppo Mastrotto
IREN
Kedrion
Kering Eyewear
Lfoundry
Magaldi Power
Maiora
Maldarizzi
Marseglia Group
Maschio Gaspardo
Master Italy
Messaggerie Libri
Metropolitana Milanese S.p.A.
Natuzzi
Paluani
Phillip Morris Intenational
Pianoforte Holding
Prenatal Retail Group
Primadonna
Retegas Bari
Rino Mastrotto
Siemens Industry
SIR Safety
Sogin
Strada dei Parchi
Terna
Toto Costruzioni
Unilever
Valentino Fashion Group

Aerospace & Defence

ASI
E-GEOS
Elettronica
ENAV/Techno Sky
ESA Agenzia Europea
Leonardo
MBDA
OHB Italia
SITAEL
Telespazio

Telco & Media

Ericsson
Fastweb
Gruppo FNM
HPE
Huawei
ING
Nokia
OpenFiber
Sky
TIM
Vodafone
WindTre
ZTE

Local Public Sector

Città Metropolitana di Bari
Città Metropolitana di Cagliari
Comune di Bari
Comune di Bisceglie
Comune di Manfredonia
Comune di Milano
Comune di Mola di Bari
Comune di Noicattaro
Comune di Sannicandro
Comune di Terlizzi
Comune di Valenzano
Libero Consorzio Comunale di Trapani
Milano Ristorazione S.p.A.
Provincia di Taranto
Regione Autonoma Valle D'Aosta
Regione Calabria
Regione Campania
Regione Marche
Regione Puglia
Roma Servizi per la Mobilità

Principali clienti internazionali

Germania
EUMETSAT Agenzia Europea, Telespazio VEGA

Francia
ACRI, AIRBUS, Thales Alenia Space France

Bulgaria
Postbank

Cina
Fameccanica, Pelliconi

Portogallo
EMSA Agenzia Europea

Spagna
Endesa, IECISA, Transports Metropolitans de Barcelona, FNMT, Simon, Istitut Català de la Salut, Punto Roma, CL Group, Ingeteam, Zermatt, ID Logistics, Ursa, EMASA, Indas Domtar, Gruppo Angelini, HDI seguros, Italtel Espana

Messico
ENEL, Fibramty, Gruppo Mastrotto, Gruppo Natuzzi, System, PMI, Claro, Gunten

Brasile
TIM Brasil, Italtel Brasil

Partner Strategici

Per muoverci in un contesto in continua e rapida trasformazione scegliamo di operare in modo continuativo in un **ecosistema di partner.**

Il valore dell'ecosistema dei partner è fondamentale per affrontare la Trasformazione Digitale e perseguire obiettivi di **Open Innovation**. Questo può avvenire attraverso una rete che comprenda aziende consolidate e start-up.

La via per **dare valore aggiunto** ai nostri clienti è quella di identificare con che modalità il nuovo business può inserirsi in un **ecosistema incentrato sui partner**. Per cogliere questa opportunità, spesso dobbiamo guardare oltre il nostro mercato tradizionale.

aws partner network
Advanced Consulting Partner

Microsoft Partner
Gold Application Integration
Gold Application Development
Gold Collaboration and Content
Silver Project and Portfolio Management

SAP Gold Partner

MUREX™ Business Partner

La Digital Factory SAP

Exprivia ha **partnership con SAP più che ventennale**. La **Digital Factory SAP** ha come obiettivo quello di fornire servizi di alta qualità per i clienti a digitalizzare il loro processi di business partendo dal rethinking del business model fino alla sua implementazione.

- La **linea di offerta SAP** ha un **organico di 350+ risorse**;
- **300+ risorse in Italia** divise tra le sedi principali di **Milano, Roma e Molfetta (BA)**;
- **50+ risorse SAP sono presenti all'estero** in **Spagna** (Madrid), **Messico** (Mexico City), **Cina** (Shanghai);
- Partner SAP da **20+ anni**
- **SAP Service** Gold Partner
- **SAP Gold VAR**
- **PCoE** (Partner Center of Expertise) per erogazione dei servizi di Standard ed Enterprise Support
- **Service Provider:** IT consulting, Realizzazione di Progetti, servizi di Application & System Management

SAP Gold Partner
SAP® Certified Partner Center of Expertise

SAP® Recognized Expertise
REX **S/4 HANA**
REX **HANA**
REX **Business intelligence**
REX **Supply Chain Management**
REX **Financial Management**
REX **User Experience**
REX **Utilities**

- Studi di fattibilità / POC
- ERP Implementation / RollOut
- Assessment, Tuning, Upgrade
- System & Application Management
- Training & Change Management
- System Integration, Outsourcing
- Cloud Computing & SaaS enablement
- S/4 Hana Conversion

Lavora con noi!

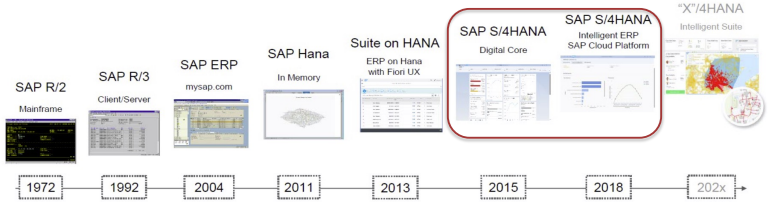
Per sottoporre il CV: Sezione candidatura spontanea del nostro sito

Seguici sui nostri canali social per essere aggiornato sulle nuove opportunità come le SAP Academy

SAP AG

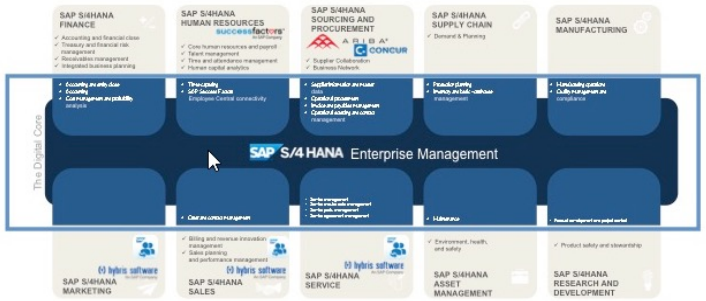
SAP is the acronym of *"Systeme, Anwendungen, Produkte in der Datenverarbeitung", that means: Systems, Applications, Products in data elaboration.*

It is an Information Technology Company (annual sales 27,8 bil. € in 2021), its most famous product is the ERP, which current version is SAP S4 Hana

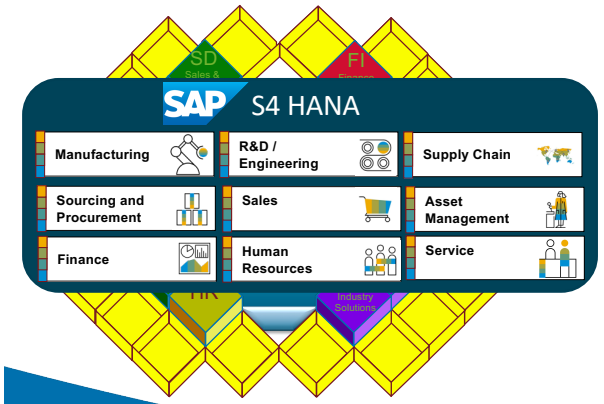


SAP S4Hana

S4Hana is an Enterprise Resource Planning software package meant to cover all day-to-day processes of an enterprise (for example, order-to-cash, procure-to-pay, plan-to-product, and request-to-service) and core capabilities. It integrates functions from lines of businesses as well as industry solutions



Modules/Lines of business



In SAP different business processes are covered by different modules, depending on the functionality needed

Currently it is preferred to talk about Line of business and Business area to stress the focus on the business process more then the functionality itself

Business Area in Line of Business - *Operational ERP*

Manufacturing	R&D / Engineering	Supply Chain	Asset Management	Sourcing and Procurement
Extended Production Planning and Scheduling	Enterprise Portfolio and Project Management	Order Promising	Maintenance Management	Supplier Management
Production Engineering	Product Compliance	Advanced Order Promising		Sourcing and Contract Management
Production Operations	Product Engineering	Inventory		Central Procurement
Production Planning	Product Lifecycle Management	Warehousing		Operational Procurement
Quality Management		Advanced Warehousing		Invoice Management
		Delivery and Transportation		Procurement Analytics
		Advanced Transportation		
Sales	Sales Force Support	Sales Performance Management	Order and Contract Management	
Service	Service Master Data & Agreement Management	Service Operations & Processes		

Line of Business

Business Area

Business Area in Line of Business - *Administrative ERP*

Indirect procurement

Finance	Human Resources	Sourcing and Procurement
Accounting and Financial Close	Core HR and Time Recording	Supplier Management
Advanced Accounting and Financial Close		Sourcing and Contract Management
Financial Operations		Central Procurement
Advanced Financial Operations		Operational Procurement
Cost Management and Profitability Analysis		Invoice Management
Enterprise Risk and Compliance		Procurement Analytics
Real Estate Management		
Treasury Management		

Line of Business

Business Area

S4Hana Localization

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Local Versions

Australia, Austria, Belgium, Brazil, Canada, China, Czechia, Denmark, Finland, France, Germany, Hong Kong (China), Hungary, India, Indonesia, Ireland, Italy, Japan, Luxembourg, Malaysia, Mexico, Netherlands, New Zealand, Norway, Philippines, Poland, Portugal, Romania, Russia, Saudi Arabia, Singapore, South Africa, South Korea, Slovakia, Spain, Sweden, Switzerland, Taiwan (China), Thailand, Turkey, United Arab Emirates, United Kingdom, United States

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Languages

Arabic, Bahasa (Malaysia), Chinese (simplified), Chinese (traditional), Czech, Danish, Dutch, English, Finnish, French, German, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese, Romanian, Russian, Slovak, Spanish, Swedish, Thai, Turkish

Productoin Planning: main functionalities

Sub Module	*Description*	*Functionalities*
PP-BD	**Basic Data**	Basic Data management: Material Master, Bill of materials, Workcenters, Production Routing
PP-SOP	**Sales and Operations Planning**	Production planning strategies and integration with sales planning
PP-MRP	**Material Requirements Planning**	Create replenishment proposals for in-house produced materials and externally procured components
PP-CRP	**Capacity Requirements Planning**	Check production bottlenecks
PP-SFC	**Shop Floor Control**	Production order management with consumption and confirmation posting
PP-IS	**Production Planning Information System**	Reporting

PP-BD: Basic Data

- What — Material Master
- With — Bill of Materials
- Where — Workcenter
- How — Production Routing
  Production Version

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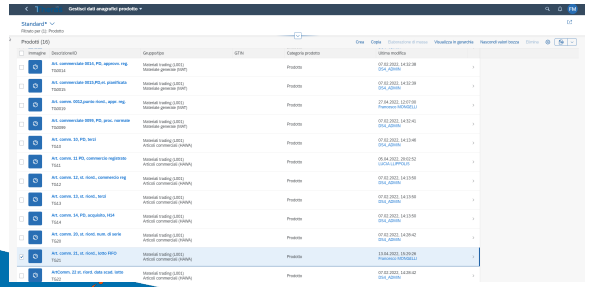
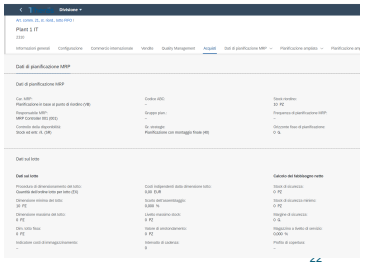
Material Master

The material master is the object collecting all paramenters needed to manage a specific material ID in the system.

Parameters are grouped by process they control:

MRP, warehouse, production scheduling, sales etc.





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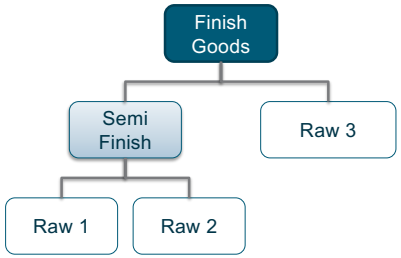
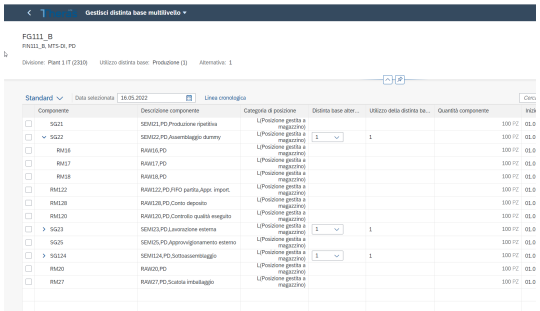
Bill of materials

The Bill of materials is a structured list of components with relative quanitites needed to realize a given quantity (base quantity) of a specific assembly (header material)





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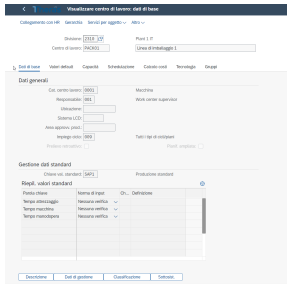
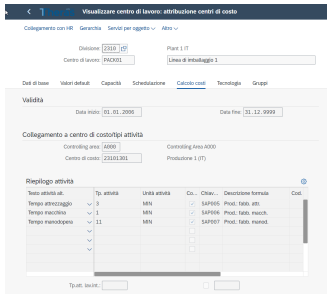
Workcenter

Work center is the object rapresenting where production take place. It can be a machine or a group of people with a given production capacity





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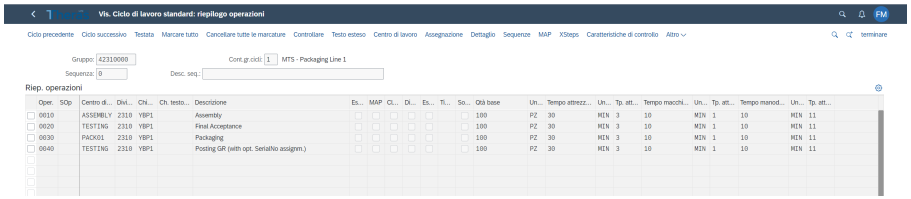
Production Routing

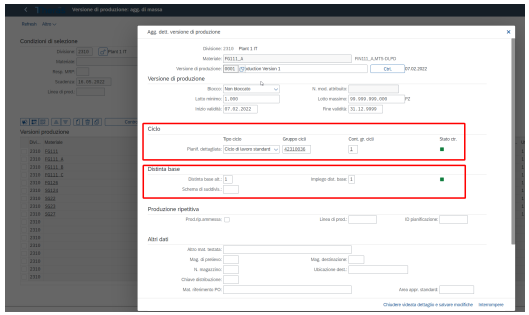
The routing is the sequence of operation needed to produce a given assembly, each assigned to a specific work center with the related production rate



Production Version

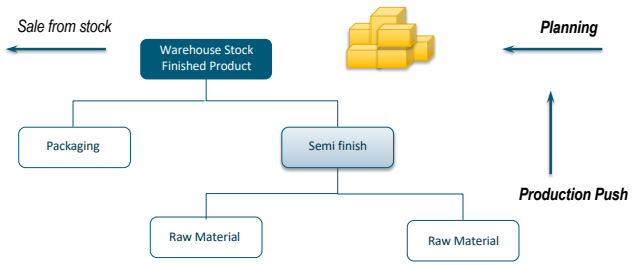
Since a product can have several BOM alternatives and can be produced with different routings, we need something to identify the combination we need to use

Production Version is the object defining a specific combination of:
Bill of material alternative
Routing



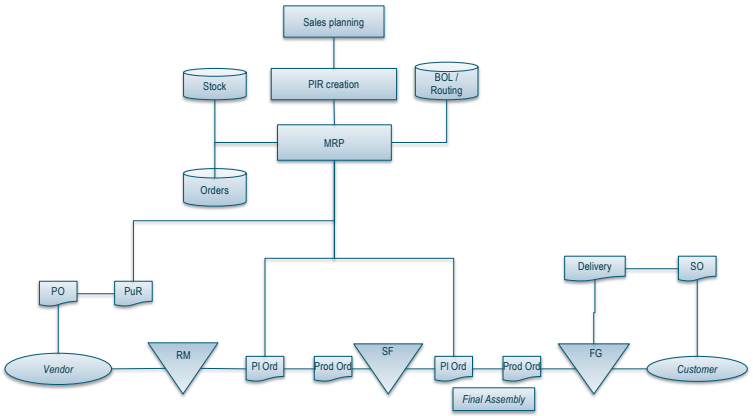
Make-To-Stock (1/2)

Example: Common shelf items such as a bike accessory (light)



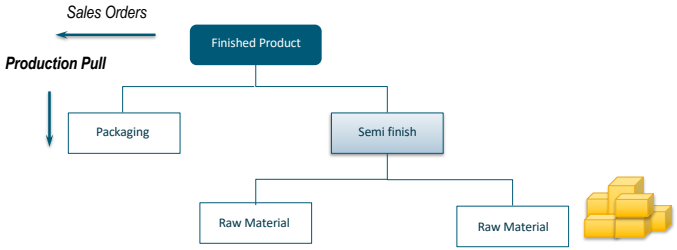
- Make product for stock in expectation of customer sales
- Plan using planned independent requirements at finished goods level for stock production.
- Use Net or Gross Requirements Planning
  - Net Requirements -- includes warehouse stock, planned issues and receipts
  - Gross Requirements -- excludes warehouse stock. Just includes planned and open orders

Make-To-Stock (2/2)



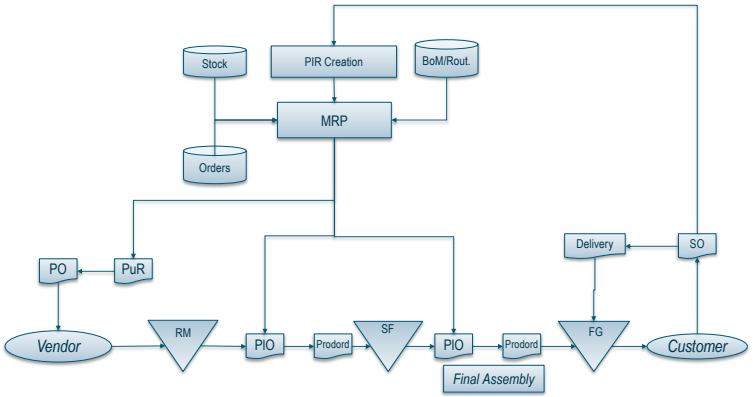
Make-To-Order (1/2)

Example: a custom product with a unique structure such that it only applies to a particular customers order (Industrial equipment)



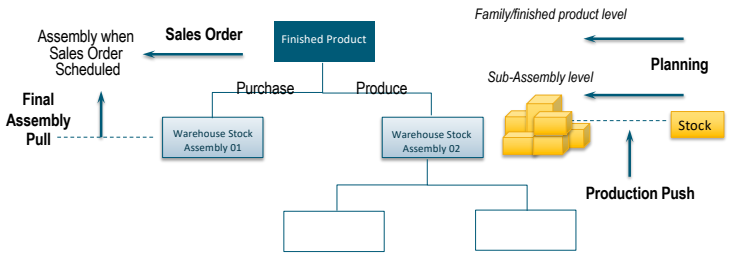
- Sales orders are planned according to sales order number
- Produced quantities for each sales order are managed individually
- Raw material procurement is driven by customer order (contract with suppliers based on forecast)
- Production and procurement costs are managed in either a settlement order or a project

Make-To-Order (2/2)



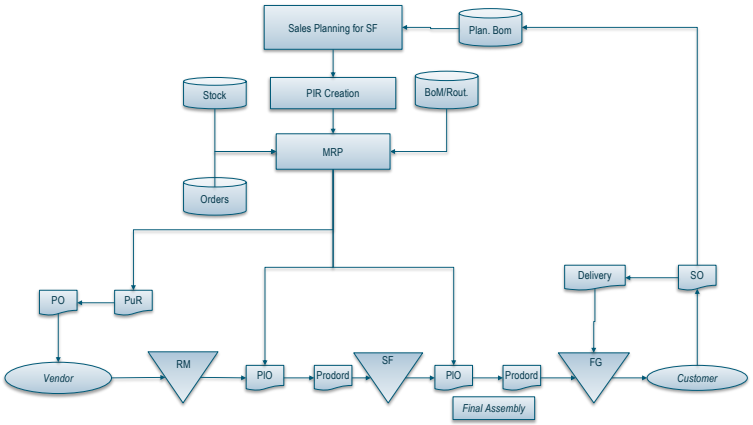
Assembly-to-order (1/2)

Example: automobile assembled with unique combination of features (sub-assemblies)

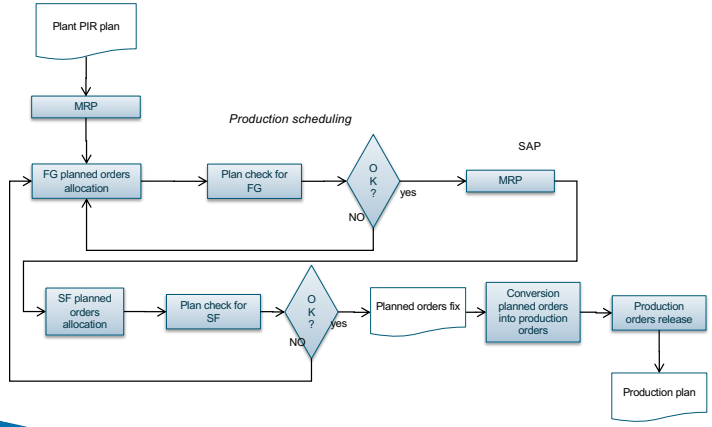


- Final assembly is initiated by the customer sales order
- Stop production at sub-assembly (group) level
- Final assembly pull

Assembly-to-order (2/2)



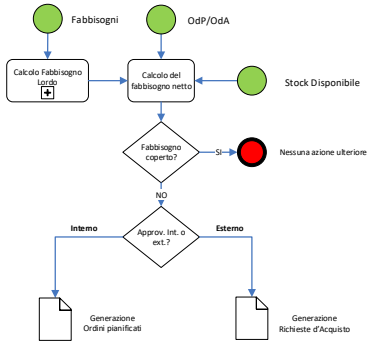
Planning in the short term



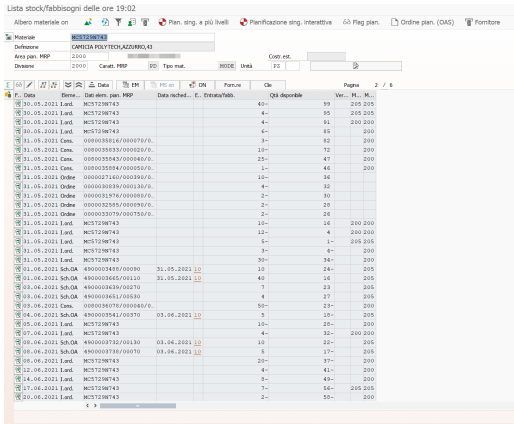
MRP

Sales, production, maintenence create stock requirements; MRP is the process that verifies requirements coverage and eventually create replenishment proposals

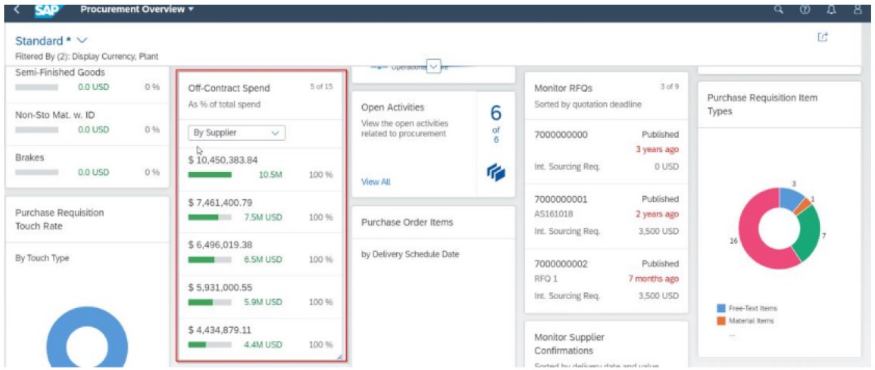
- Deterministic MRP calculates difference between stock and requirements and creates proposal based on it
- Re-order point MRP compares stock to a defined limit: creates proposal when the stock goes under the ROP
- RP output can be production planned order or purchase requisitions



Stock requirement list

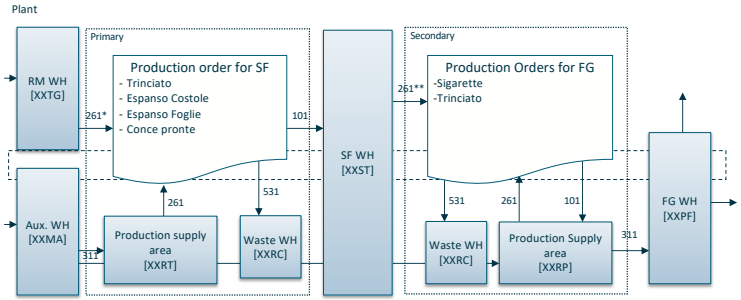


Procurement overview



Shop floor Control

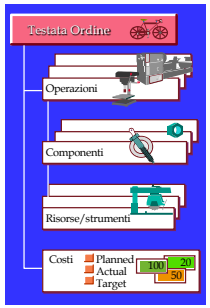
The term "Shop Floor Control" is used to define the control model (and the related support information system)for material flow within production.

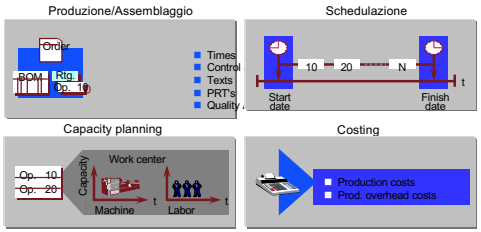


Production order

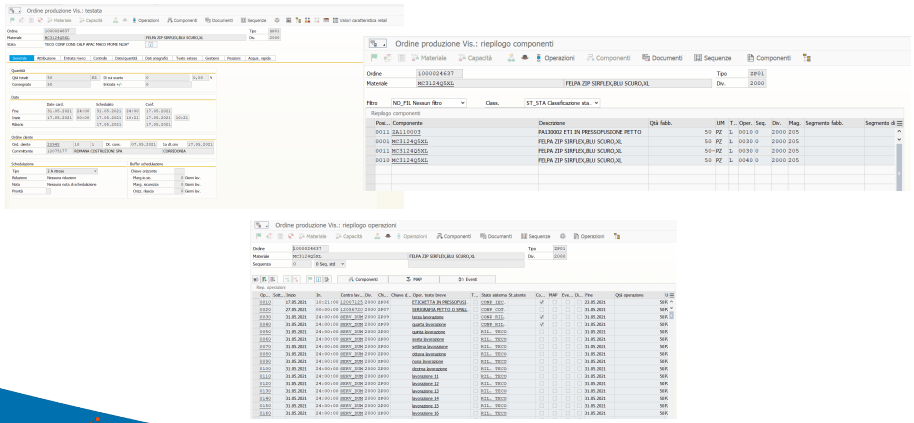
Production orders are used to control production specifing

- What has to be produced
- When
- The capacity to be used
- How much does it cost

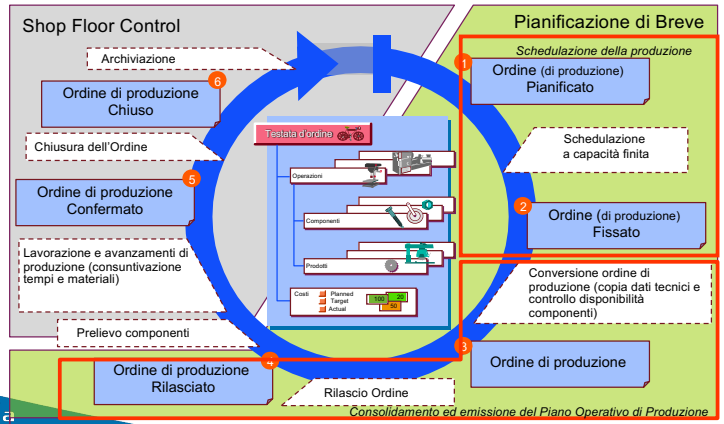




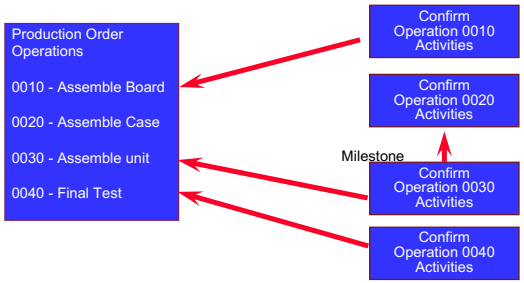
Production Order



Production order status



Production order confirmation



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future. perfect. simple.

Grazie