MasterClass
SAP Supply Chain Bootcamp

May 4 - 6, 2022

DAY 1: May 4, 2022

7:30 am – 8:30 am

Welcome, Introduction & Breakfast

8:30 am – 8:45 am

Business Maturity Benchmarking

8:45 am – 10:15 am

Lost in a Sea of Spreadsheets- Steps in SAP to Ensure Decisions and Optimization Activities Are Based Upon Timely, Accurate, and Complete Data.

Managing your supply chain in spreadsheets can be risky, costly, and frustrating. Discover the steps in SAP to ensure planning and decisions are based upon timely, accurate, and complete data. This session looks at techniques in SAP to begin to trust the information increase the SAP functionality to begin the journey of moving to single system of truth.

- Best practices to establish business rules and standards as well as to manage master and transactional data
- Guidelines to align data definitions across procurement, inventory, warehouse, production, and fulfillment organizations
- Lessons to establish trustworthy inventory-on-hand data to use SAP MRP and ATP (available-to-promise) functionality with confidence
- How to locate and use reports that are readily available in your SAP systems to identify areas where data needs to be cleaned up.
- Explore the importance of One System of Record to enable operational flexibility, innovation, and velocity

Hands-on Exercise to Improve Data Integrity.

10:15 am – 10:30 am

Break

10:30 am – 12:00 pm

Constantly Firefighting? How to Use SAP to Prioritize Supply Chain Activities to Increase Service Levels.

Imagine a world of different SCM strategies that can help you increase automation that drives customer service, reduce working capital tied up in excessive inventory and move away from daily firefights. Business rules (master data) are the cornerstone of managing demand and supply effectively, so it's no surprise that exceptions between business rules and behavior are a leading cause of poor service and fulfillment performance. This session provides insight on how to prioritize activities within the supply chain to remain agile and responsive to customer needs.

- Exceptions – SAP's secret weapon to moving from reactive to proactive problem solving
- Hear how other SAP customers have established purchasing and inventory policies that ensure their production department gets the raw
- materials it needs to optimize uptime
- Learn how to create "what-if" scenarios within core SAP systems to help you make better production decisions, automate lot sizes and lead-times, and optimize inventory and service activities
- Get best practices to integrate materials management and production planning activities
- Get expert tips to align exception monitoring activities with service-level targets
- Learn how to integrate raw material planning, sales, and production capacity so that everyone is working for a common and understood outcome
- Find out how to use the exception monitor to determine whether an excess or shortage of raw materials is being routed to the shop floor
- Updates on the pros and cons of centralized versus decentralized master data management, and expert guidelines to choose the right approach for your organization

Hands-on Exercises Utilizing Exception Management

12:00 pm – 1:00 pm

Lunch

1:00 pm – 2:30 pm

Inventory Optimization Is Key to Establishing a Stable Supply Chain. What Techniques Can You Use in SAP to Establish the Right Levels to Hold to Meet Demand?

Having the right product, at the right place, at the right time and at the right available level – every time – is the holy grail of every supply chain. Companies traditionally use historical performance, channel demands, and gut feel to determine product allocation and replenishment planning. However, without proper measures and analytics, this is falling short of providing the right results. More and more companies are starting to turn to predictive analytics to refine this decision making. The challenge is finding the balance between prediction and actual. Learn how to leverage standard SAP tools and reports you already own to reduce inventory averages by more than 20% while increasing the availability of inventories to production and sales.

- Understand the importance of segmentation and how best to establish this principle in SAP

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- Target the greatest contributors to high and low inventory levels to achieve reductions in stock outs and improved inventory turns
- Identify the excess inventory in the active/moving parts and where more than the necessary safety stocks are held
- Identify high movers that constantly stock out and to prevent negative service level impacts

Hands-on Exercise on Inventory Analysis

2:30 pm – 2:45 pm

Break

2:45 pm – 3:15 pm

Extra Time for Hands-on Exercise

3:15 pm – 4:30 pm

It's All About Change and Leadership. How to Introduce Change Techniques to Help Transform the Supply Chain

Our very way of living has been disrupted and this has had an impact, the magnitude of which we have yet to fully comprehend. On the tail of this our workplaces, the organizations that represent industries like technology, manufacturing, distribution, and others have been forced to pivot hard to remain relevant and survive this existential crisis. In many ways, this has signaled that we will not only need to evolve and change now, but that change will be the new normal.

This has created a very challenging scenario:

- Organizations have had to become more agile and learn to manage disruptions more effectively. This has led to the need for supply chain improvements, system improvements, process improvements while operating in less-than-optimal resource situations.
- People are challenged with unprecedented workloads and pressure to learn new processes and systems.

In this session we will cover some of the unique challenges presented by a Supply Chain transformation and how they impact the change management effort with your people. We will look at how to prepare your organization for the impending transformation. Then as you progress through the transformation, we will identify some tools and techniques that will both fuel the Supply Chain transformation and inspire your people to eagerly engage in the transformation effort – resulting in reduced burnout, improved retention, better team cohesion and structures that support a cross functional supply chain management approach. Finally, we will leave you with a method for ensuring that the transformation sticks, and your people continue the journey of change.

4:30 pm – 6:30 pm

Welcome Reception

DAY 2: May 5, 2022

8:00 am – 9:00 am

Breakfast

9:00 am – 10:30am

How to increase manufacturing efficiencies, planned and schedule attainment using standard SAP?

Whether you are a discrete or repetitive manufacturer, SAP can help improve throughput. Whether you are a make to order, make to stock or assemble to order company, or a combination of these three, SAP can run multiple strategies to meet customer demand and strategic intent. In this session we will discuss the various types of strategies in addition to the finite scheduling and capacity planning capabilities in SAP to ensure not only we measure manufacturing efficiencies but improve it. Discuss the critical success factors to optimize planning strategies, including forecasting and S&OP initiatives that add value to the bottom line. The different demand planning strategies and the importance of applying the right one

- How manufacturing can proactively react to over and under consumption of demand
- Insight into SAP tools to provide inventory visibility and use of key graphics for manufacturing throughput measures
- How to utilize detailed scheduling and capacity planning to drive improved efficiencies
- Maximize production planning performance and relationships through increased visibility and trustworthy information

Hands-on Exercises for Production & Capacity Planning

10:30 am – 10:45 am

Break

10:45 am – 12:15 pm

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How to Utilize Production Reporting Analytics to Improve Service Levels and Revenue Enablement.

The challenge is that all too many of us do not fully understand how to best leverage SAP tools to build throughput rates nor do we fully grasp the entirety of what is happening on the shop floor. Without insights into the efficiency of our production lines, we won't be able to identify the capacity restraints that may or may not be built into our supply chain. As a result, we are in danger of under or overpromising to our customers, which leads to churn in our plan and lost revenue opportunities. Recognizing the value opportunity of identifying and measuring throughput is therefore essential to keep us agile and flexible in serving customers. In this session, we will:

- Understand the value opportunity as derived from standard SAP reports
- Maximize the prerequisites to effectively utilizing standard analysis tools
- Utilizing the reports to hone-in on manufacturing inefficiencies and exceptions
- Using the analytics to drive to a continuous improvement model

Hands-on Exercise for Scheduling Attainment and Lead Time Analysis

12:15 pm – 1:15 pm

Lunch

1:15 pm – 2:45 pm

How Make a Promise, Keep a Promise. This Is True for Our Internal Material Needs and Our Customer Needs. Learn How ATP Can Satisfy Both Scenarios.

As we work our way into understanding the new normal, the only thing certain Is change. During this session, we will discuss tools, techniques, and the associated pre-requisites to be able to confidently make a promise and keep a promise. One of our goals as supply chain professionals Is to produce plans that are reasonable, realistic, and actionable. Our measure of success Is our service to our customers, whether those customers are Internal or external. How do we ensure our manufacturing floor has a good promise date so that production can be properly sequenced? How can we confidently answer a customer with a reliable date for their order? How do we effectively and efficiently manage constraints, backlogs, and priorities? In this session, we will:

- Describe the relationship between ATP and MRP
- Highlight tools, tactics, and techniques for responding In a VUCA world
- Understand steps that can be taken to Improve the quality of our promising
- Recall and discuss the barriers to success and how to overcome them

Hands-on Exercises for ATP and MAC

2:45 pm – 3:00 pm

Break

3:00 pm – 4:30 pm

Extra Time for Hands-on Exercise

5:00 pm – 6:30 pm

Cocktails and Talking Shop – Stories, Ideas, Networking & More.

DAY 3: May 6, 2022

8:00 am – 9:00 am

Breakfast

9:00 am – 10:00 am

How to Take Your Supply Chain to the Next Level of Agility Utilizing IBP & Fiori Analytics.

The future is bright, and the future is now! Let's take some time to explore these purpose-built applications and how they can empower organizations to level up their agility game. We'll dip our toes into the world of Fiori Analytics and discuss how specific apps are built to support planning and performance. We'll then discuss IBP and how IBP and the ERP environment work hand-in-hand to support end-to-end supply chain outcomes. We will specifically explore scenario planning, and the alignment of decision support, decision making and execution.

- Explore the capabilities of FIORI Analytics and IBP

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- Understand the synergistic relationship between ECC/S4HANA, FIORI and IBP
- Discover the value for different roles in the supply chain organization
- Walk away with an understanding of the people and process change management required to support transitioning to the utilization of these tools

10:00 am – 10:15 am

Break

10:15 am – 11:00 am

It's All About Change and Leadership. How to Introduce Change Techniques to Help Transform the Supply Chain

The human race has been significantly challenged over the past 2 years. Our very way of living has been disrupted and this has had an impact, the magnitude of which we have yet to fully comprehend. On the tail of this our workplaces, the organizations that represent industries like technology, manufacturing, distribution, and others have been forced to pivot hard to remain relevant and survive this existential crisis. In many ways, this has signaled that we will not only need to evolve and change now, but that change will be the new normal.

The leadership challenge is to implement supply chain transformations while effectively utilizing available human resources. This requires a fresh look at how people are engaged in the process, educated, challenged, respected, and empowered to succeed.

In this session we will cover some of the unique challenges presented by a Supply Chain transformation and how they impact the change management effort with your people. We will look at how to prepare your organization for the impending transformation. Then as you progress through the transformation, we will identify some tools and techniques that will both fuel the Supply Chain transformation and inspire your people to eagerly engage in the transformation effort – resulting in reduced burnout, improved retention, better team cohesion and structures that support a cross functional supply chain management approach. Finally, we will leave you with a method for ensuring that the transformation sticks and your people continue the journey of change.

11:00 am – 11:15 am

Break

11:15 am – 12:15 pm

Transformation Utilizing SAP, Success Story from VP of Supply Chain, Trinchero Family Estates

In this session we will cover some of the unique challenges presented by a Supply Chain transformation and how they impact the change management effort with your people. We will look at how to prepare your organization for the impending transformation. Then as you progress through the transformation, we will identify some tools and techniques that will both fuel the Supply Chain transformation and inspire your people to eagerly engage in the transformation effort – resulting in reduced burnout, improved retention, better team cohesion and structures that support a cross functional supply chain management approach. Finally, we will leave you with a method for ensuring that the transformation sticks, and your people continue the journey of change. Join us for a talk with Rachel Hope of Trinchero Family Estates! Rachel who serves as the Vice President of Corporate Business Process Improvement and in this chat, will be reflecting on the journey of weathering the storm of supply disruption, demand volatility and adjusting to the new working normal. In the height of these challenges, TFE made a commitment as an organization to embark on a transformation to align people, process, and the smart use of SAP. Rachel offers a unique perspective as the organization is still navigating this transformation and will speak to the challenges experienced when going through real change in less-than-optimal conditions. The good news is that there is Hope! And a well-lit path into the future.
Key Takeaways:

- Establishing Daily Habits and Supporting Governance while navigating supply chain disruptions, resource constraints and competing priorities
- Highlights of where the changes were most keenly felt
- How the organization responded to the change, and reflections on building confidence and integration with SAP as an enabler

12:15 pm

Wrap-up & Q/A – Event Concludes

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