SAP BUSINESS NETWORK (SBN) – SUPPLIER TRAINING

Procurement Excellence

2024

AGENDA SLIDE

1	OBJECTIVES
2	INTRODUCTION
3	ROLES & RESPONSABILITIES
4	WHAT IS SAP BUSINESS NETWORK?
5	ACCOUNT OVERVIEW & EXCEL UPLOAD
6	LIVE DEMONSTRATION
7	TIMING FOR SBN
8	FAQ's

LEARNING OBJECTIVES

By the end of this session, you'll be able to…

- Use SBN to collaborate with Harman on a 2-year forecast.
- Discuss the mutual benefits of using SBN
- Confirm your commitment to forecasted quantities by part number and adjust your commitments as needed.
- Distinguish between Harman's SBN collaboration process (and the timing) and the current Excel-based collaboration.

INTRODUCTION

The forecast collaboration feature of SAP Business Network (SBN) enables Harman to share our 2-year forecast with our suppliers. This then allows you to schedule operations, purchase raw materials and deliver a commitment plan capacity accordingly.

Harman uses those commitments for our constrained SIOP planning.

With the forecast collaboration in SBN, you get:

- A simple table view of buyer forecast demand.
- The ability to commit to forecast quantities based on supplier capacity and inventory.
- Weekly, monthly, quarterly and yearly time-bucket views of forecast demand – although you'll commit only monthly.

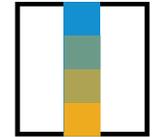# WHAT IS SAP BUSINESS NETWORK?

How does SBN communicate?

1. An automatic job sends demand from Integrated Business Planning (IBP, another SAP product) to SBN.

2. The supplier logs on to SBN to view forecast demand data and/or download the data to an Excel file.

3. The supplier can edit the information to show their commitments to the forecast demand or proposed changes.

4. Harman receives forecast commit in SBN.

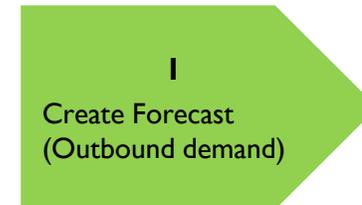5. An automated job sends the supplier information to IBP.
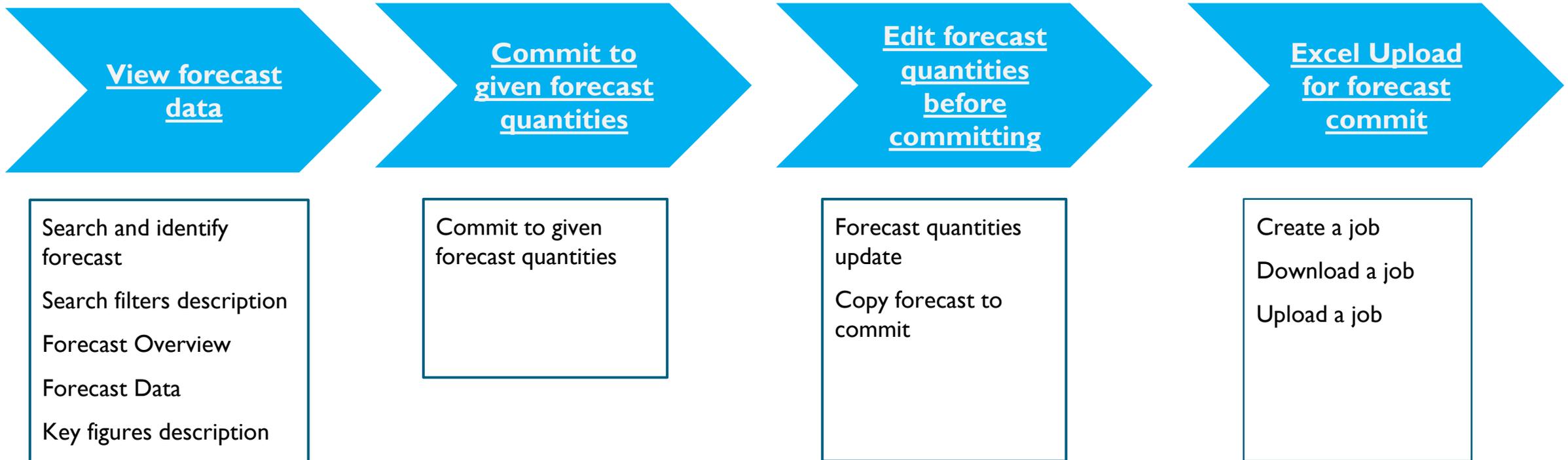
HARMAN

SAP BUSINESS NETWORK

SUPPLIER

1
Create Forecast
(Outbound demand)

2
Receive Forecast

4
Receive Forecast
Commit

3
Send Forecast
Commit

ACCOUNT OVERVIEW

Forecast Portal Interaction

View forecast data → **Commit to given forecast quantities** → **Edit forecast quantities before committing** → **Excel Upload for forecast commit**

View forecast data	Commit to given forecast quantities	Edit forecast quantities before committing	Excel Upload for forecast commit
Search and identify forecast Search filters description Forecast Overview Forecast Data Key figures description	Commit to given forecast quantities	Forecast quantities update Copy forecast to commit	Create a job Download a job Upload a job

Each blue chevron links to a demonstration of this activity.

ACCOUNT OVERVIEW: VIEW FORECAST DATA

Search & Identify Forecast

1. Click on the **Planning** tab.
2. From the dropdown list select **Planning Collaboration**.
3. Use the *Search filters* to identify specific forecasts.

A description of the various search filters on on the next slide.
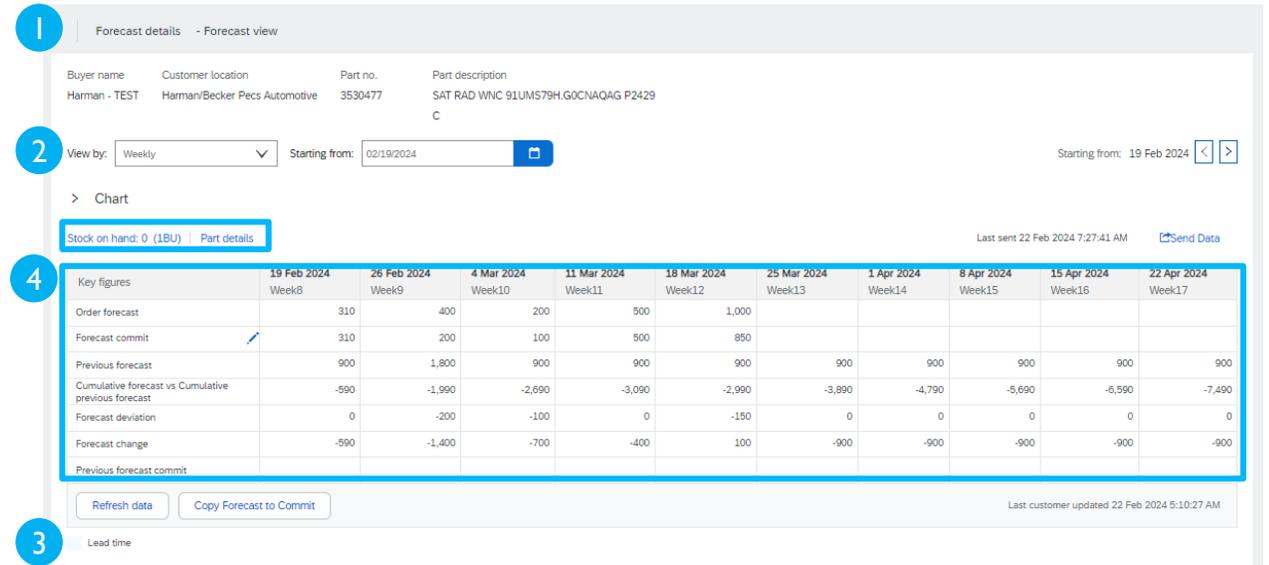Enter search criteria into any of the filter fields as desired.

ACCOUNT OVERVIEW: VIEW FORECAST DATA

Search Filters Description

Field	Description
Customer	Customer identification.
Customer Part Number	Customer's material number.
Supplier Part Number	Vendor's material number.
Customer Location	Customer Plant.
Planner Code	Customer planner identification.
Part Category	Part Category as aligned with the customer.
Customer View	Buyers are allowed to create views, referred to as custom views, for planning processes and set conditions for their display.
Line of Business	Line of Business as aligned with the customer.
Product Family	Product Family as aligned with the customer.
Product Sub-Family	Product Sub-Family as aligned with the customer.
Program Code	Program Code of Business as aligned with the customer.
Part Type	Part Type as aligned with the customer.
Part Status	Specifies if the part is active or inactive.

ACCOUNT OVERVIEW: VIEW FORECAST DATA

Forecast Overview

1. You'll be able to view forecast details as:
   - Part details shared by the customer
   - Forecasted quantities
2. You can set the '*View*' by criteria and '*Starting date*' as desired.
3. Color coding eases the processing of data in the UI.
4. If Harman sets a commit freeze horizon, you will see the freeze in effect in all time-series views.
5. When you save data using a different time series granularity than the one previously used, a pop-up warning appears.

ACCOUNT OVERVIEW: VIEW FORECAST DATA

Key Figures Description

Key Figures	Description	Data Source
Order forecast	Customer shared demand	Harman standard
Forecast commit *	Quantity committed to the customer	Supplier standard
Previous forecast	Historic demand	Harman standard
Forecast deviation	Forecast commit – Order forecast	Network calculated
Forecast change	Order forecast – Previous forecast	Network calculated
Previous forecast commit	Historic commit	Supplier standard

*Update from supplier

ACCOUNT OVERVIEW: FORECAST COMMIT

One-Click Update

Once you've received the forecast from Harman, you'll be able to copy quantities from 'Order forecast' to 'Forecast commit' key figure. Use this method if you are able to commit to all forecasted demand, and do not need to make manual adjustments.

From the Forecast details screen:
1. Click 'Copy forecast' to commit. Forecast quantities will get updated.
2. Click 'Send data' on the right hand side of your screen.
3. Confirmation notice will appear.
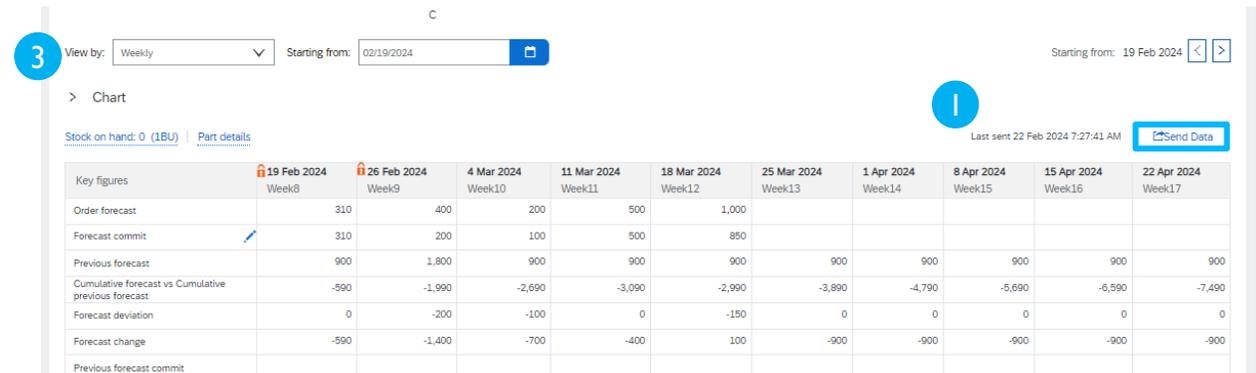
ACCOUNT OVERVIEW: FORECAST COMMIT

Manual Update

Use this method if you are NOT able to commit to all forecasted demand and need to make manual adjustments.

From the Forecast details screen:
1. You can manually fill in the cells, or "copy Forecast" and modify the copied cells as needed
2. Review and edit the forecasted quantities and click '*Send data*'.
3. A confirmation notice will appear.

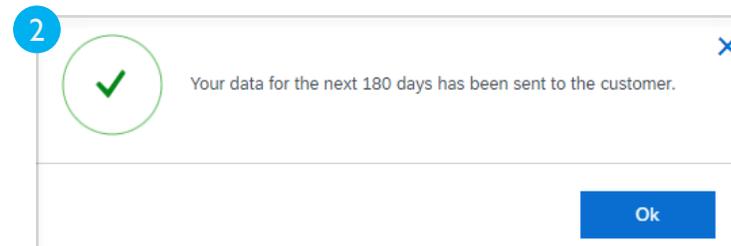**IMPORTANT**: Please do NOT leave cells empty. If the demand is 0, please put 0 as the commit.

FORECAST COMMIT: EXCEL UPLOAD

## Upload for Forecast Commitment

From the Home page:

1. Click the ⬛ button and select '*Upload/Download*' from the drop down.
2. In the '*Jobs*' sub-tab click '*Create*' in the bottom of the screen to create a new Job. A new window will appear.
3. Set job type as '*Forecast*'.

FORECAST COMMIT: SBN EXCEL UPLOAD
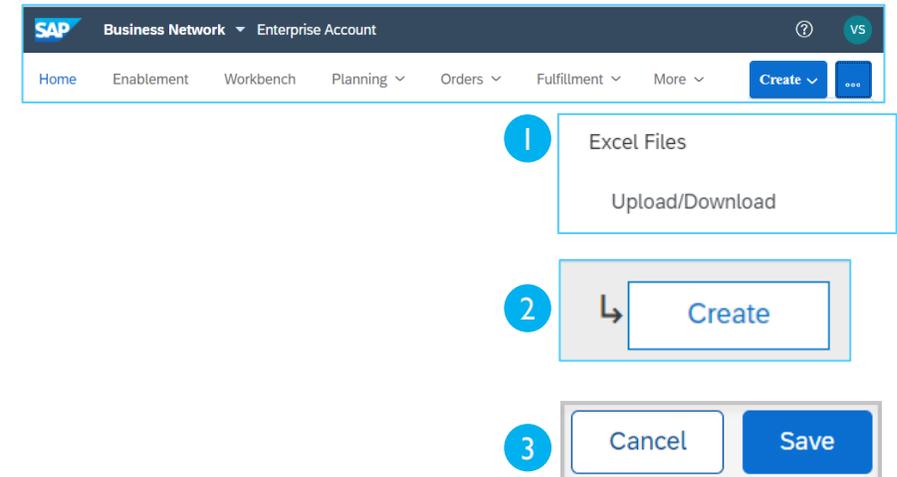
4. Minimum required is to fulfill all mandatory fields:
   1. Job name
   2. Customer name
   3. Time bucket. The available time buckets are Monthly
   4. *Start.* The starting date in the time window can be defined as Current (current date), *Previous* (previous date) or *Custom* (custom date).
   5. *End.* The ending date in the time window can be defined as After (specify a numeric value) or Custom (custom date).
6. Click '*Save*'.
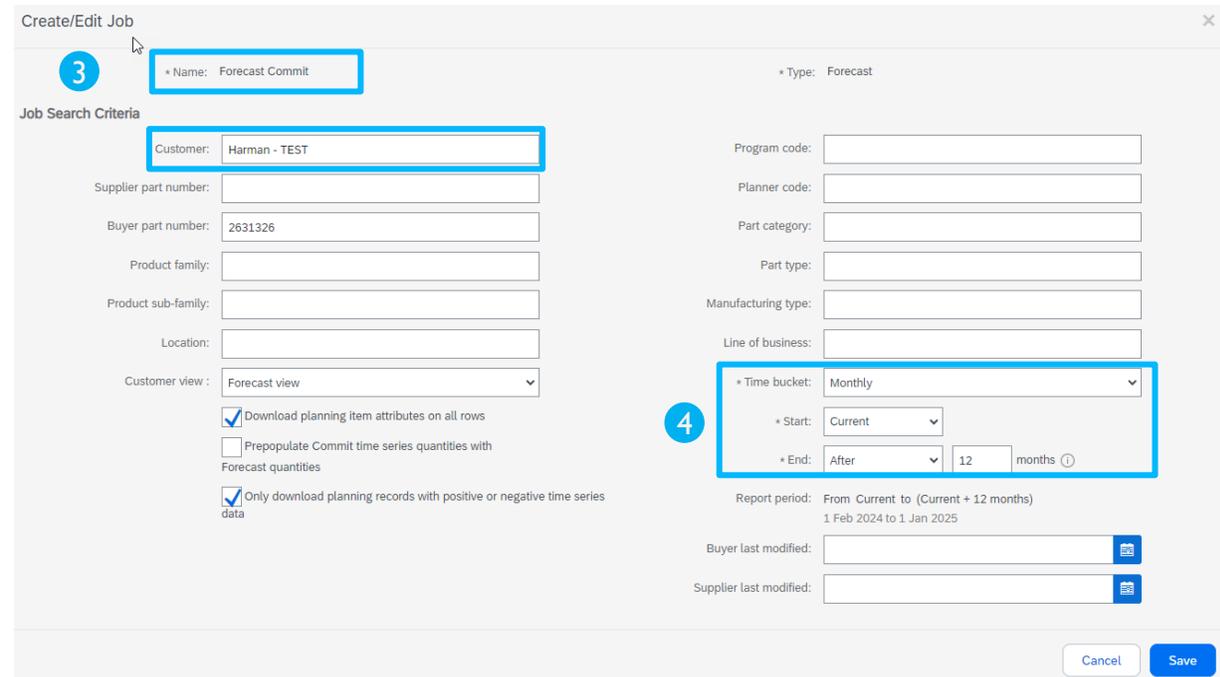
Note:
When you check the box **Download planning item attributes on all rows**, it will populate all cells in the Excel file with attributes data .
When you check the box **Only download planning records with positive or negative time series data**, the downloaded Forecast Excel file only includes planning records that have at least one positive or negative value in the specified time window.

EXCEL UPLOAD

EXCEL UPLOAD FOR FORECAST COMMITMENT

1. Select the job you created and click '*Run*'.
   You will be transferred to '*Downloads*' sub-tab.
2. Click '*Refresh status*' to update job status
   to '*Completed*'.
3. Download a job by clicking the icon.
4. Save Excel file on your computer. Update
   the quantities you desire within the file.

Name	Type	Created
⦿ Forecast Commit	Forecast	6 Feb 2024 2:36:52 AM

↳ [Create] [Edit] [Run] [Clear Downloads]

↳ **Refresh Status**

Jobs   Downloads   Uploads

▶ Search Filters

Downloads

Job Name	Type	Last Run ↓	Last Run By	Status	File
Forecast Commit	Forecast	23 Feb 2024 12:56:27 AM	Har Aps	Completed	⬇

SAP Ariba ⩘

Ariba Supply Chain Collaboration - Forecast - Monthly

Customer ANID	Customer Name	Customer part no.	Supplier part no.	Description	Plant ID	Location	Lead Time	Last updated
AN01434947180-T	Harman - TEST	3431551		MOD-SM WNC BT/WL/ 0076		Harman Becker Autom		22 Feb 2024 5:10:24 am

EXCEL UPLOAD

EXCEL UPLOAD FOR FORECAST COMMITMENT

1. To upload updated Excel file go to 'Uploads sub-tab'.
2. Click 'Upload'. New window will appear.
3. Enter a job name and set the type as 'Forecast'.
4. Browse the file from your computer.
5. Click 'Upload'.
6. Status indicates whether the upload was successful:
   - *Failed* – upload failed due to errors. Download Log file, fix the errors and reupload.
   - *Completed with errors* – the lines without errors were submitted and can be checked in the log file. Products where the commit information is empty, system shows this status, however no further action is needed in those cases.

   Download Log file, fix the lines with errors and reupload.
   - *Completed* – the file has been successfully submitted.

LIVE DEMONSTRATION

Please view video recording on SAP Information portal. Also please review the FAQ document

Section	Timing	Content
1	00:00-06:42	Introduction and E2E process • high level process and roles
	06:42- 17:38	IBP & Key figures • SIOP process and
2	17:38-23:34	Supplier portal: • login, portal view • search and filter options • view forecast data
	23:34- 29:04 and 34:56-53:00	Supplier commit methods: • Manual edit • Copy Forecast • Excel download/upload
3	29:04-34:56	Supplier commit in IBP • Interim Key figure • Disaggregation of monthly data to technical week • Copy job of interim key figure to final key figure
4	53:00-	Buyer view & supply chain monitor • same portal view • same search and filter options • product activity message & product replenishment • supply chain monitor for alerts

LIVE DEMONSTRATION

ACCOUNT OVERVIEW + KEY USER TRAINING

You'll be able to check out a step-by-step overview of the platform as well as specific details from it in.

TIMING TO USE SBN
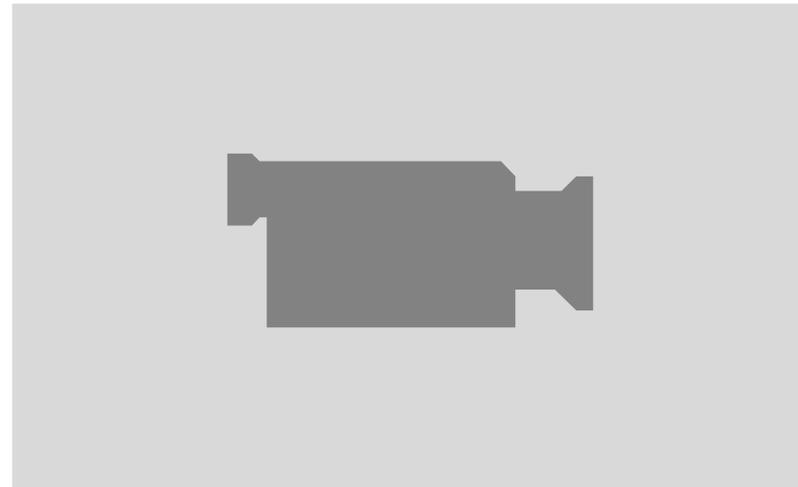
| End of April | Plant 73,76 available in SBN | End of June | Plant 72 is available in SBN | End of September | Plant 250,260 and 500 is available in SBN | End of November | Plant 725 is available in SBN | Mid December | Plant 726, 786 is available in SBN |
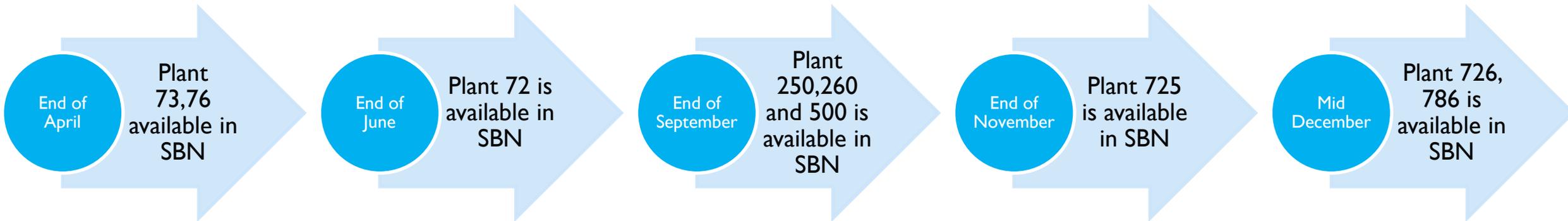
- Harman is rolling out our plant demand data in waves
- Until all plant are implemented, suppliers are requested to use Excel based commit, and also commit in SBN to the available plant demand
- Suppliers will be informed by Procurement team if a new plant is implemented
- When all supplier relevant plants are implemented in our system, there will be a cut-over from the Excel process
- Supplier will be informed about Harman's SIOP cycle
  - When the forecast data is available in SBN
  - How many days supplier has to commit

FAQ's