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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?

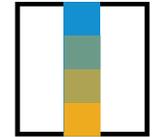
1. An automatic job sends demand from Integrated Business Planning (IBP, another SAP product) to SBN.
2. The supplier logs on to SBN to view forecast demand data and/or download the data to an Excel file.
3. The supplier can edit the information to show their commitments to the forecast demand or proposed changes.
4. Harman receives forecast commit in SBN.
5. An automated job sends the supplier information to IBP.



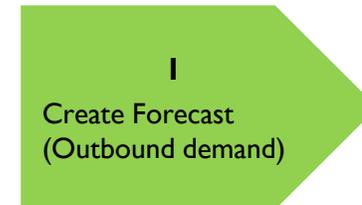
HARMAN



SAP BUSINESS NETWORK

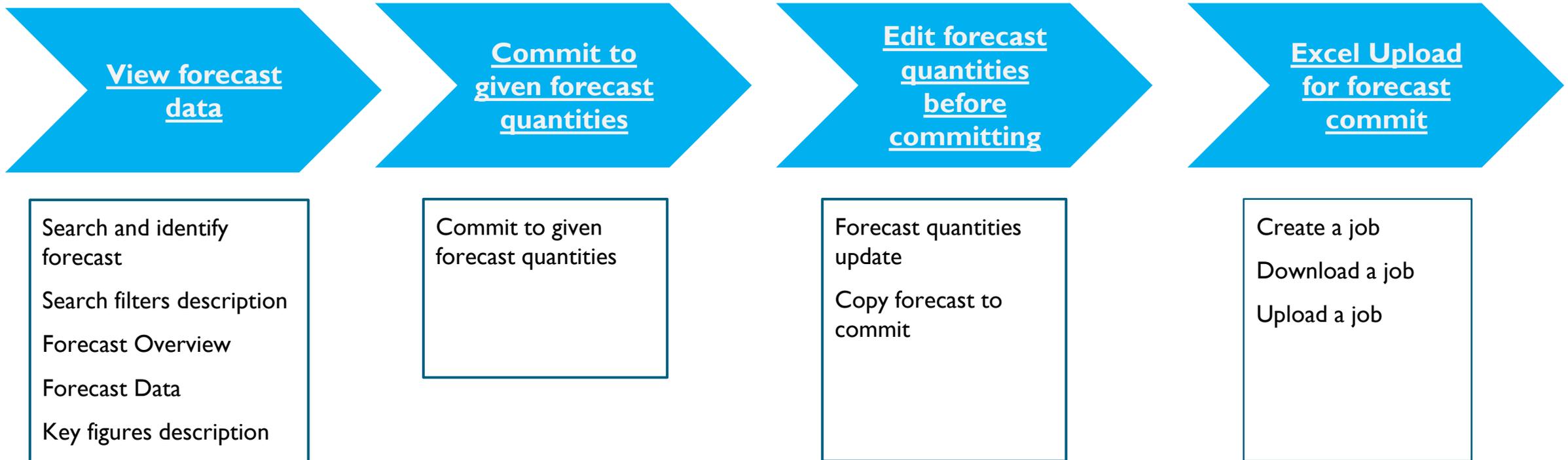


SUPPLIER



ACCOUNT OVERVIEW

Forecast Portal Interaction



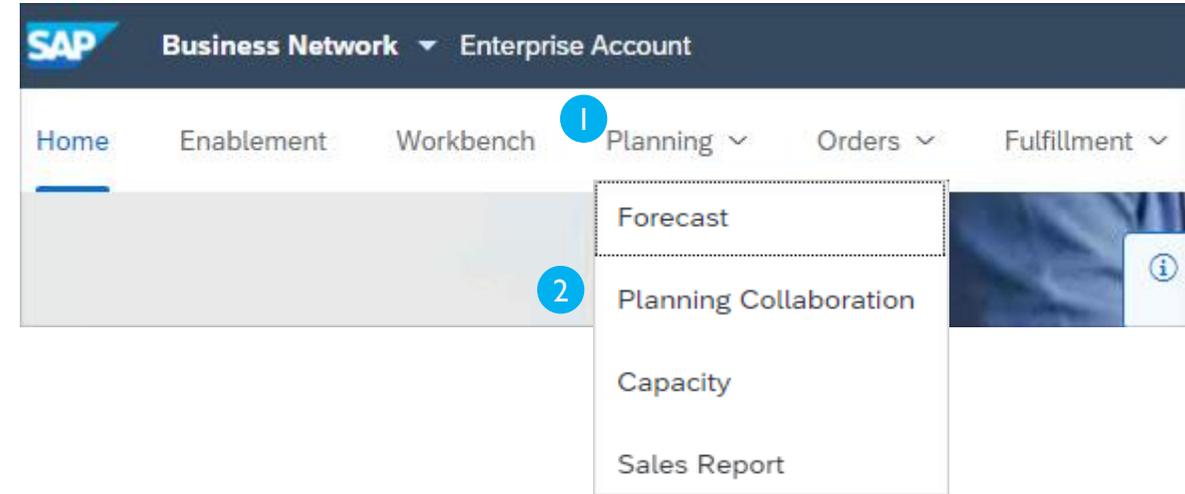
Each blue chevron links to a demonstration of this activity.

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.



3 Search filters

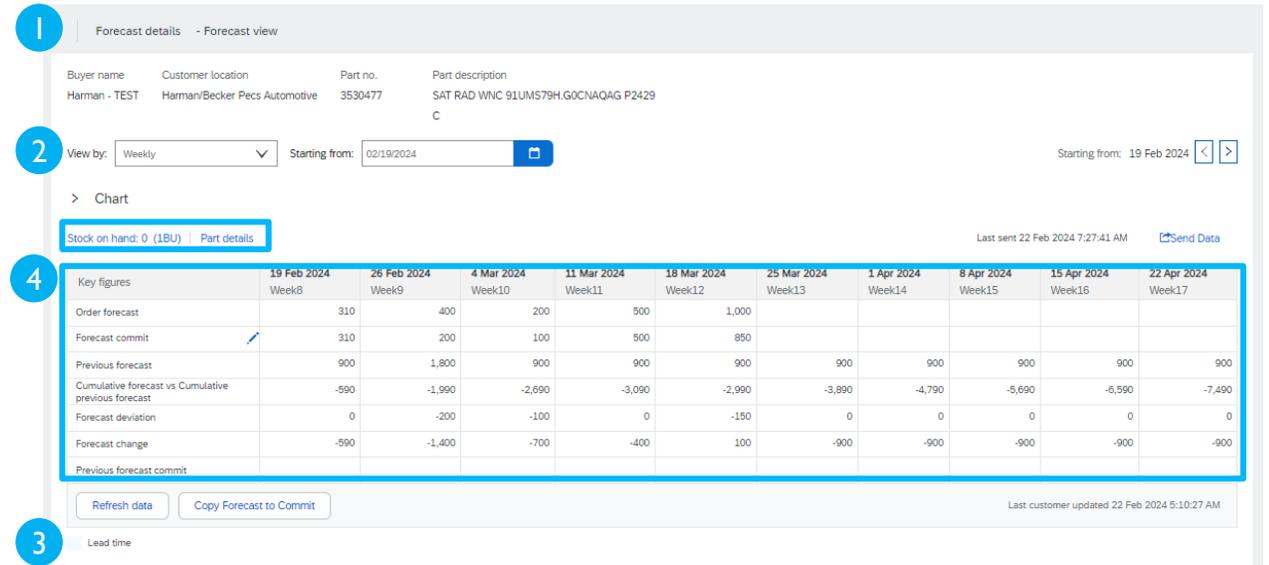
Customer	<input type="text" value="Harman - TEST"/>	Line of business	<input type="text"/>
Customer part no.	<input type="text"/>	Product family	<input type="text"/>
Supplier part no.	<input type="text"/>	Product subfamily	<input type="text"/>
Customer location	<input type="text"/>	Program code	<input type="text"/>
Planner code	<input type="text"/>	Part type	<input type="text"/>
Part category	<input type="text"/>	Part status	<input checked="" type="radio"/> Active <input type="radio"/> Inactive
Customer view	<input type="text"/>		

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.

Forecast Overview

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



Forecast details - Forecast view

Buyer name: Harman - TEST | Customer location: Harman/Becker Pecs Automotive | Part no.: 3530477 | Part description: SAT RAD WNC 91LUMS79H.GOCNAQAG P2429 C

View by: Weekly | Starting from: 02/19/2024 | Starting from: 19 Feb 2024

Stock on hand: 0 (1BU) | Part details

Key figures	19 Feb 2024 Week8	26 Feb 2024 Week9	4 Mar 2024 Week10	11 Mar 2024 Week11	18 Mar 2024 Week12	25 Mar 2024 Week13	1 Apr 2024 Week14	8 Apr 2024 Week15	15 Apr 2024 Week16	22 Apr 2024 Week17
Order forecast	310	400	200	500	1,000					
Forecast commit	310	200	100	500	850					
Previous forecast	900	1,800	900	900	900	900	900	900	900	900
Cumulative forecast vs Cumulative previous forecast	-590	-1,990	-2,690	-3,090	-2,990	-3,890	-4,790	-5,690	-6,590	-7,490
Forecast deviation	0	-200	-100	0	-150	0	0	0	0	0
Forecast change	-590	-1,400	-700	-400	100	-900	-900	-900	-900	-900
Previous forecast commit										

Refresh data | Copy Forecast to Commit | Last customer updated 22 Feb 2024 5:10:27 AM

Lead time

5

You are saving commit in a time bucket that is different from the time bucket in which commit was saved last time. This might lead to overwriting of previously committed data. Do you want to proceed?

Cancel OK

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

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.

Stock on hand: 0 (1BU) | [Part details](#)

2 

Key figures	1 Feb 2024	1 Mar 2024	1 Apr 2024	1 May 2024	1 Jun 2024
Order forecast	957	1,900			
Forecast commit 	510	1,450			
Previous forecast	2,247	4,500	4,500	4,500	4,500
Cumulative forecast vs Cumulative previous forecast	-1,290	-3,890	-8,390	-12,890	-17,390
Forecast deviation	-447	-450	0	0	0
Forecast change	-1,290	-2,600	-4,500	-4,500	-4,500
Previous forecast commit					

Refresh data **Copy Forecast to Commit** 1

3  Your data for the next 180 days has been sent to the customer. ✕

Ok

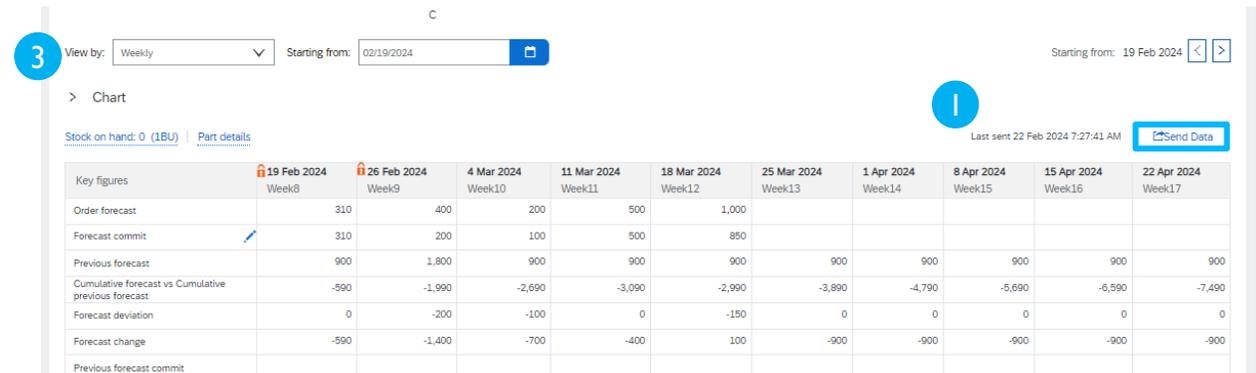
Manual Update

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.



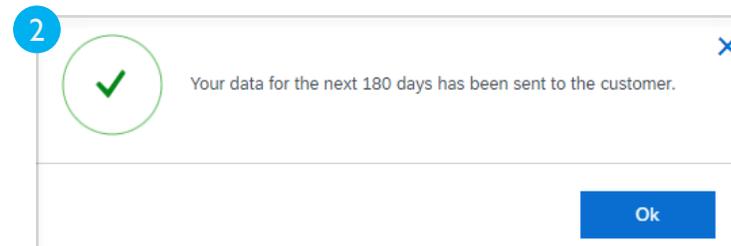
View by: Weekly Starting from: 02/19/2024 Starting from: 19 Feb 2024

Chart

Stock on hand: 0 (1BU) Part details

Last sent 22 Feb 2024 7:27:41 AM Send Data

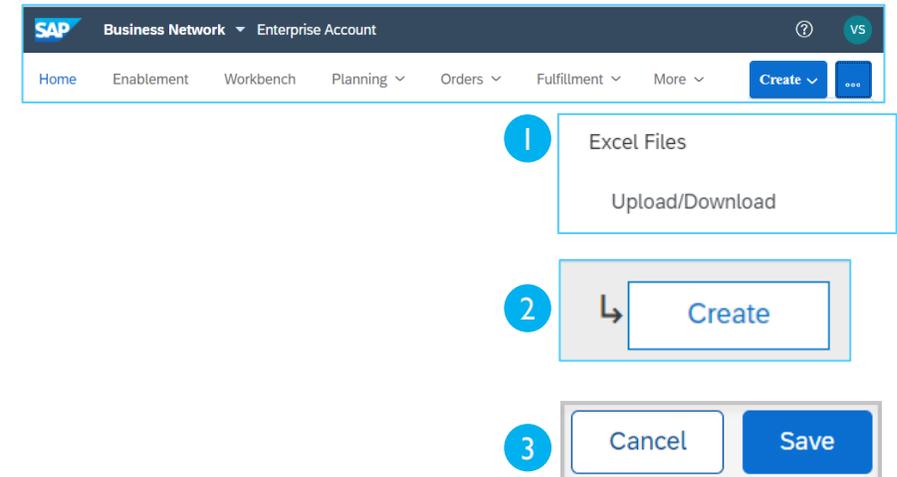
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Previous forecast	900	1,800	900	900	900	900	900	900	900	900
Cumulative forecast vs Cumulative previous forecast	-590	-1,990	-2,690	-3,090	-2,990	-3,890	-4,790	-5,690	-5,590	-7,490
Forecast deviation	0	-200	-100	0	-150	0	0	0	0	0
Forecast change	-590	-1,400	-700	-400	100	-900	-900	-900	-900	-900
Previous forecast commit										



Upload for Forecast Commitment

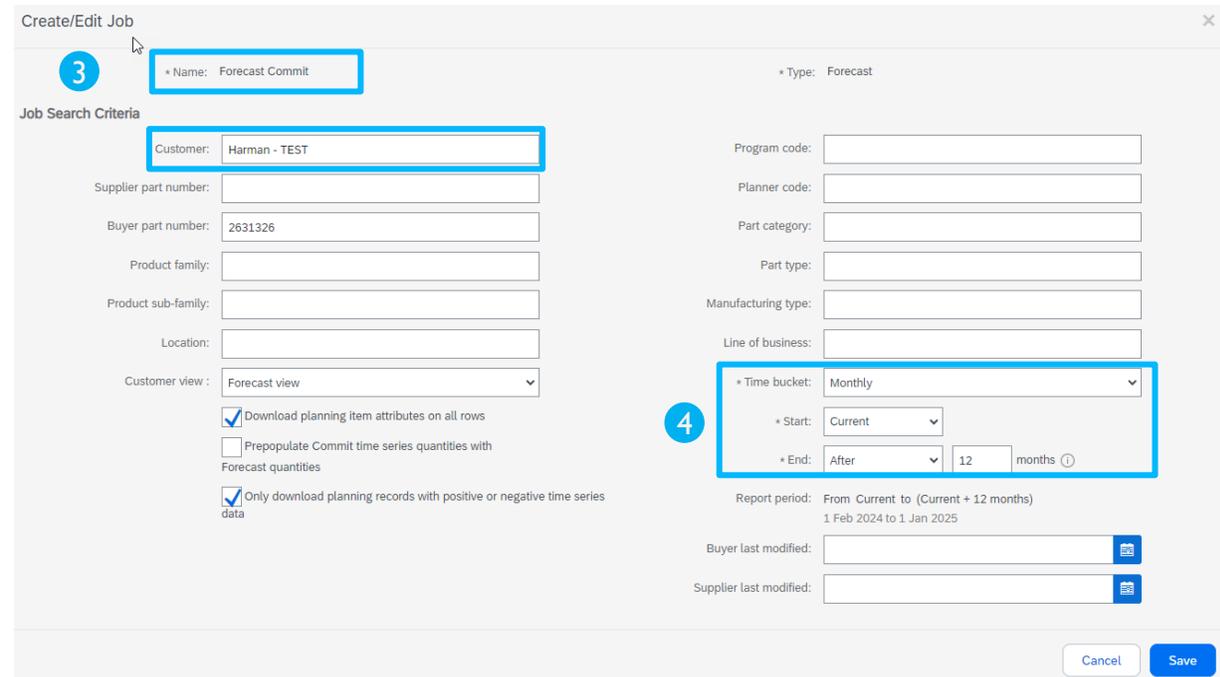
From the Home page:

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'.



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'.



3

* Name: Forecast Commit

* Type: Forecast

Job Search Criteria

Customer: Harman - TEST

Supplier part number:

Buyer part number: 2631326

Product family:

Product sub-family:

Location:

Customer view: Forecast view

Download planning item attributes on all rows

Prepopulate Commit time series quantities with Forecast quantities

Only download planning records with positive or negative time series data

4

* Time bucket: Monthly

* Start: Current

* End: After 12 months

Report period: From Current to (Current + 12 months)
1 Feb 2024 to 1 Jan 2025

Buyer last modified:

Supplier last modified:

Cancel 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 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.

Step 1: Job list table:

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

Step 2: Action buttons: Create, Edit, Run, Clear Downloads. 'Refresh Status' button is highlighted.

Step 3: Downloads table:

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

Step 4: SAP Ariba download screen:

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 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.

The screenshot illustrates the Excel upload process in the SAP Business Network. It shows the 'Uploads' sub-tab selected, followed by clicking the 'Upload' button. An 'Upload File' dialog box appears, where a job name is entered and the type is set to 'Forecast'. The 'Upload' button is then clicked. Below, the 'Uploads' table displays the status of the upload. The table has columns for Name, Type, Last Uploaded, Last Uploaded By, Status, File, and Log. The 'Status' column is highlighted, showing 'Failed', 'Completed', 'Completed With Errors', and 'Completed'.

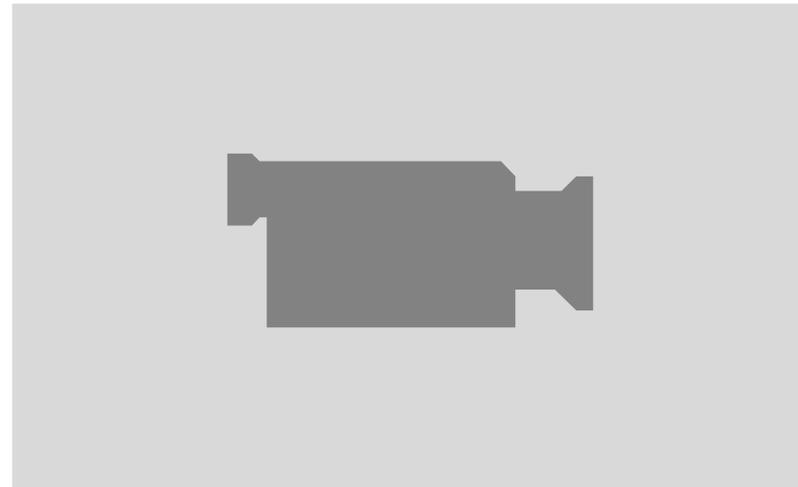
Name	Type	Last Uploaded	Last Uploaded By	Status	File	Log
ZFOR EDIT TST1	Forecast	11 Oct 2022 3:18:26 AM	Supplierescu	Failed	↓	↓
ZFOR_UPL_4-220331	Forecast	31 Mar 2022 2:15:37 AM	Supplierescu	Completed	↓	↓
ZFOR_UPL_3-220331	Forecast	31 Mar 2022 1:49:11 AM	Supplierescu	Completed With Errors	↓	↓
ZFOR_UPL_2-220331	Forecast	31 Mar 2022 1:47:31 AM	Supplierescu	Completed	↓	↓

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

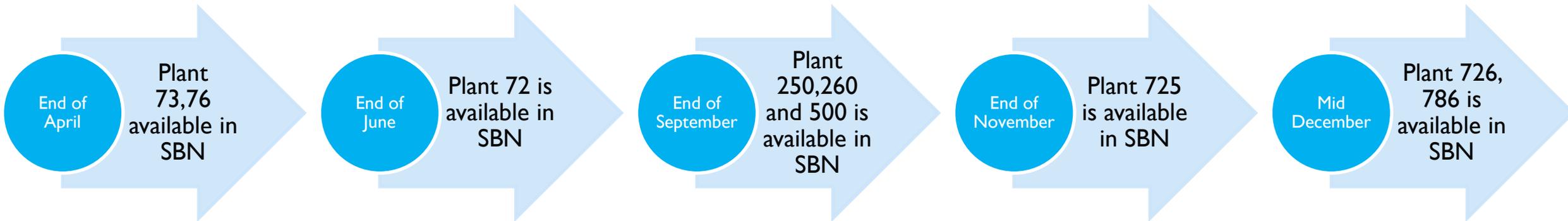
Section	Timing	Content
1	00:00-06:42	Introduction and E2E process <ul style="list-style-type: none"> high level process and roles
	06:42- 17:38	IBP & Key figures <ul style="list-style-type: none"> SIOF process and
2	17:38-23:34	Supplier portal: <ul style="list-style-type: none"> login, portal view search and filter options view forecast data
	23:34- 29:04 and 34:56-53:00	Supplier commit methods: <ul style="list-style-type: none"> Manual edit Copy Forecast Excel download/upload
3	29:04-34:56	Supplier commit in IBP <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> same portal view same search and filter options product activity message & product replenishment supply chain monitor for alerts

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



- 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
