Supply Chain Mgmt & Transport

SAP Transportmanagement als wichtiger Bestandteil der End-to-End Supply Chain

SALT SOLUTIONS
Part of Accenture

Frank Staudigel

Über uns

SALT Solutions GmbH - Part of Accenture Industry X

Gegründet	06/2002
seit 11/2020	Part of Accenture Industry X
Standorte	Würzburg, München, Dresden, Stuttgart
Mitarbeiter	ca. 500
Umsatz 2020	ca. 50 Mio €
Wachstum 2013-19	ca. 10 % p.a.

Geschäftsfeld

Digitalisierung der Supply Chain

Digitale Transformation in Fertigung und Logistik

Digitalisieren. Vernetzen. Automatisieren.

[SCIt]® SALT SOLUTIONS Part of Accenture

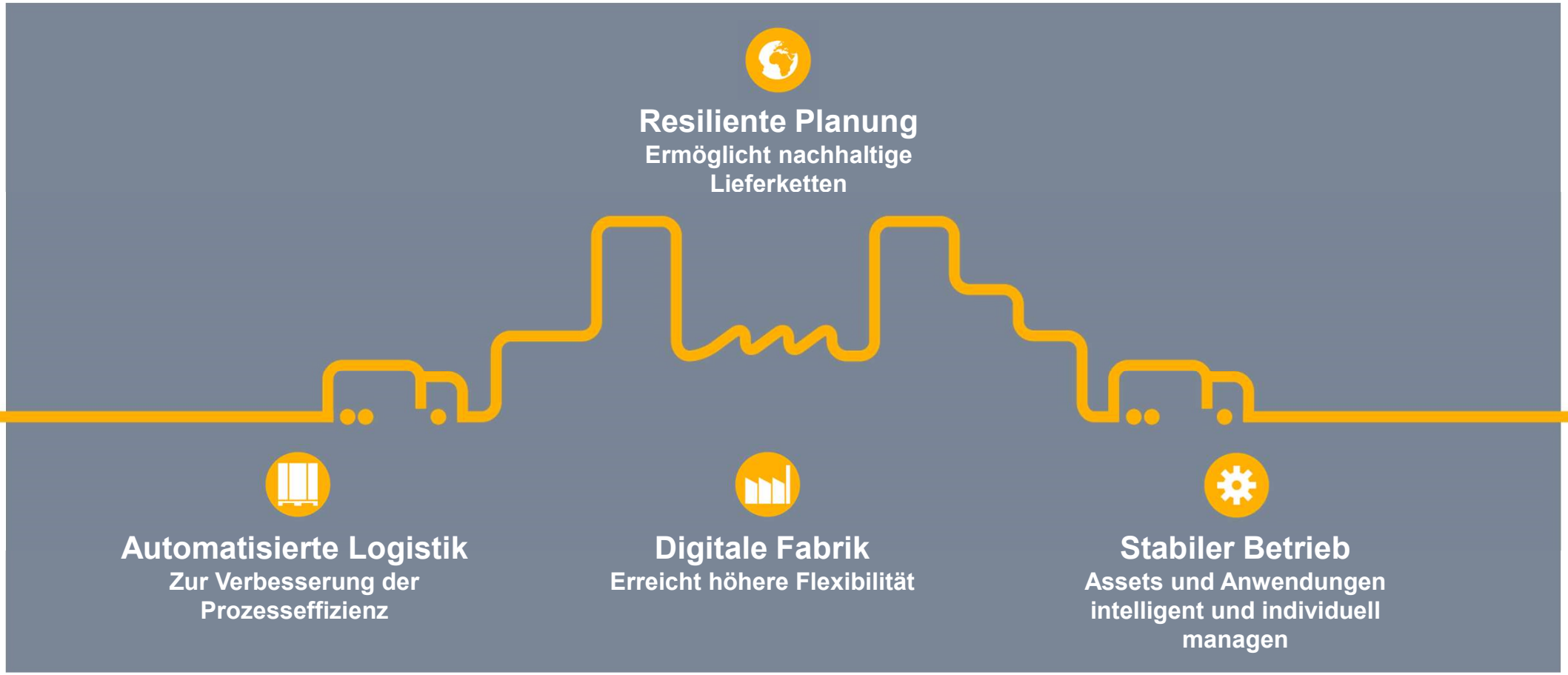
- **SAP-Standardlösungen**
  Beratung, Implementierung und AMS / Support
- **Produkte / IoT-Dienstleistungen**
  Maßgeschneiderte Produkte zur Optimierung Ihres Logistik- und Produktionsprozesses
- **Individuelle Lösungen**
  Optimierung aller Fertigungs- / Logistikprozesse - für das bestmögliche Produkt

accenture Industry X

Digital Manufacturing & Operations (DMO)

Best Practices

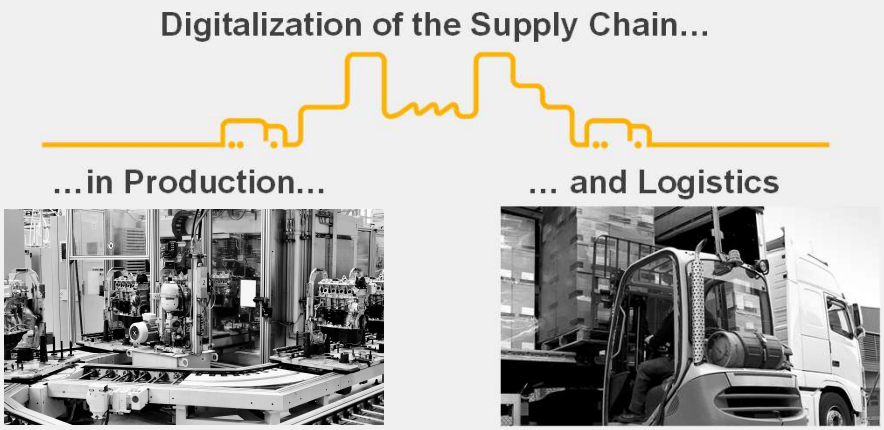
Projekte für digitale Supply Chains



SALT Solutions GmbH - Overview

Company Profile	
Founding	06/2002
Locations	Dresden, Munich, Stuttgart, Wuerzburg
Number of employees	approx. 500
Sales 2020	approx. 50 M€
Sales Growth 2013-2019	approx. 10% p.a.
Owner	Accenture GmbH (100%)

Business Area



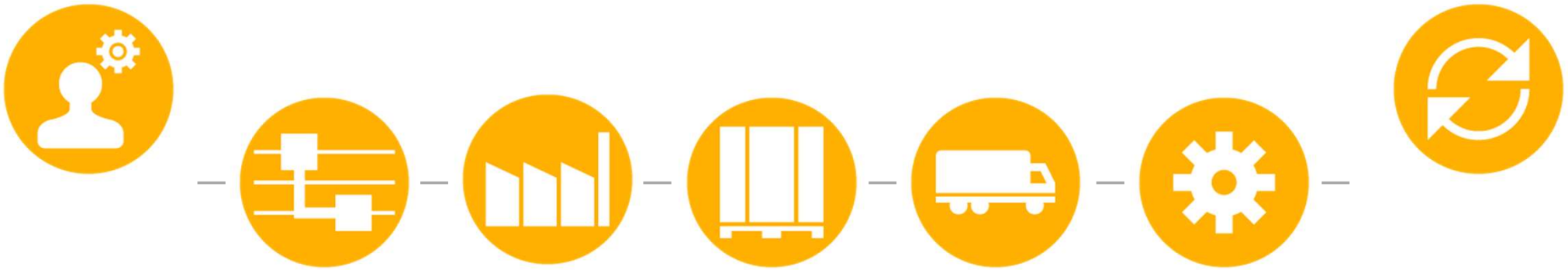
Company Divisions

Industries & Delivery	Direct Accounts	Products
Consulting, Implementation and AMS/Support of Logistics and Production solutions with focus on SAP systems	Individual development based on JAVA, Azure, ABAP, Python	SAP applications for Production and Logistics, IIoT Plattform and Modules

Excellent references

Solutions for the Digital Supply Chain

TRANSPOREON



BUSINESS CONSULTING

Value stream design 4.0
MES tender process
and strategy consulting
Logistic migration
concepts

PLAN

SAP IBP
S/4HANA
SAP PP/DS
Levelling
LogBase

MAKE

S/4HANA
SAP ME / MII
SAP DMC
Add-Ons Manufacturing
LogBase

DELIVER

S/4HANA
SAP EWM
SAP TM
SAP YL
Add-Ons Logistics
LogBase

SHIP

S/4HANA
SAP TM
SAP YL
Global Track & Trace
Add-Ons Shipping
LogBase

OPERATE

S/4HANA
SAP AIN
SAP PdMS
SAP ASPM
SAP Asset Manager

CONTROL

SAP Cloud Analytics
SAP Lumira
SAP DMI
SAP BI
Data 4 Services
LogBase

S/4HANA // IoT platform // Microservices // Networks

Summary: simplify End-to-End-Processes in SAP

Integrated Business Planning

Execution

Warehouse-Management	Yard Logistics	Transportation Management	Track & Trace	Manufacturing-Execution	SALT Add-Ons

S/4HANA & SAP Cloud Platform

SAP Gold Partner

- Consulting
- Implementation
- Application Management & 24/7 Support

D4S

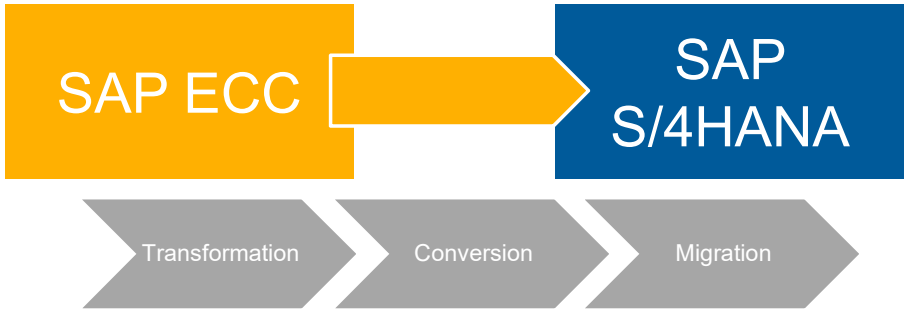
Die Welt ist im Wandel.

Ihre Supply Chain auch?

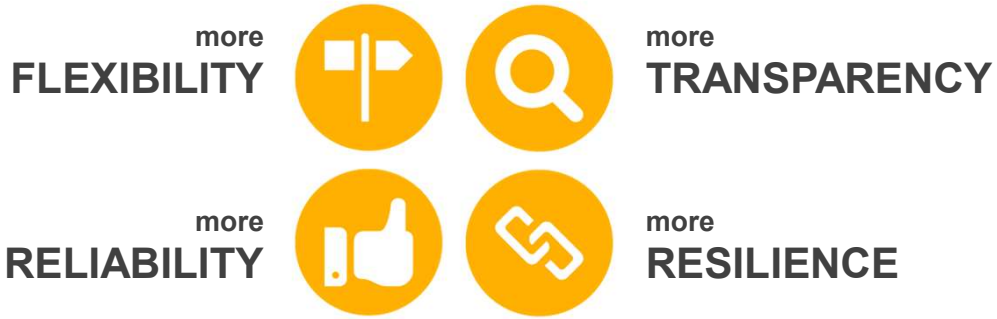
Digitization of Freight- and Transportationmanagement

Challenges in logistics IT landscape

Challenge 1: Changing IT systems

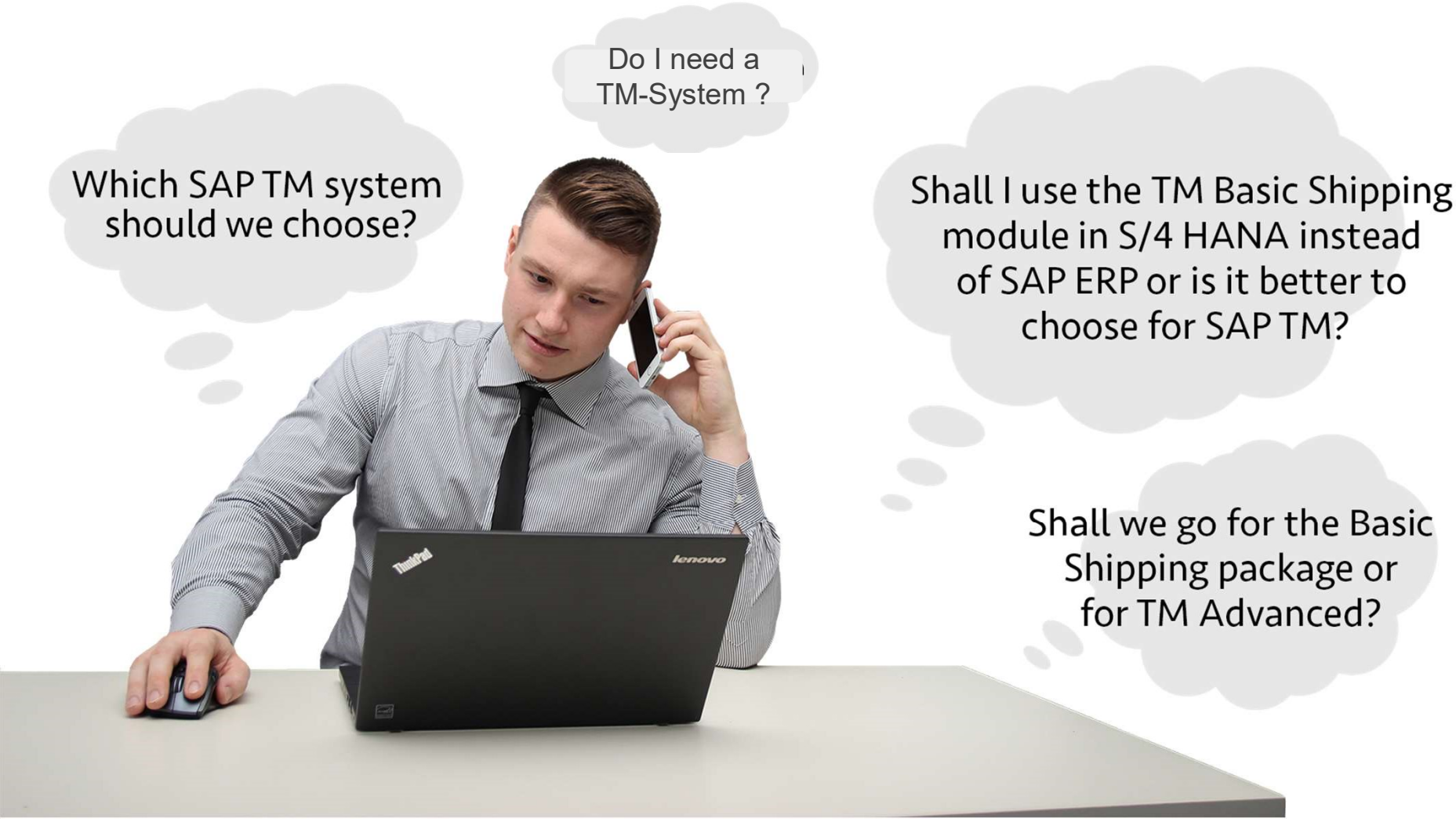


Challenge 2: Changing Markets



Customer Service + more efficiency

Same questions often come up on shipper side



Challenge 1: Changing IT systems

Transformation in SAP

End of Maintenance
31.12.2027

SAP ECC → SAP S/4HANA

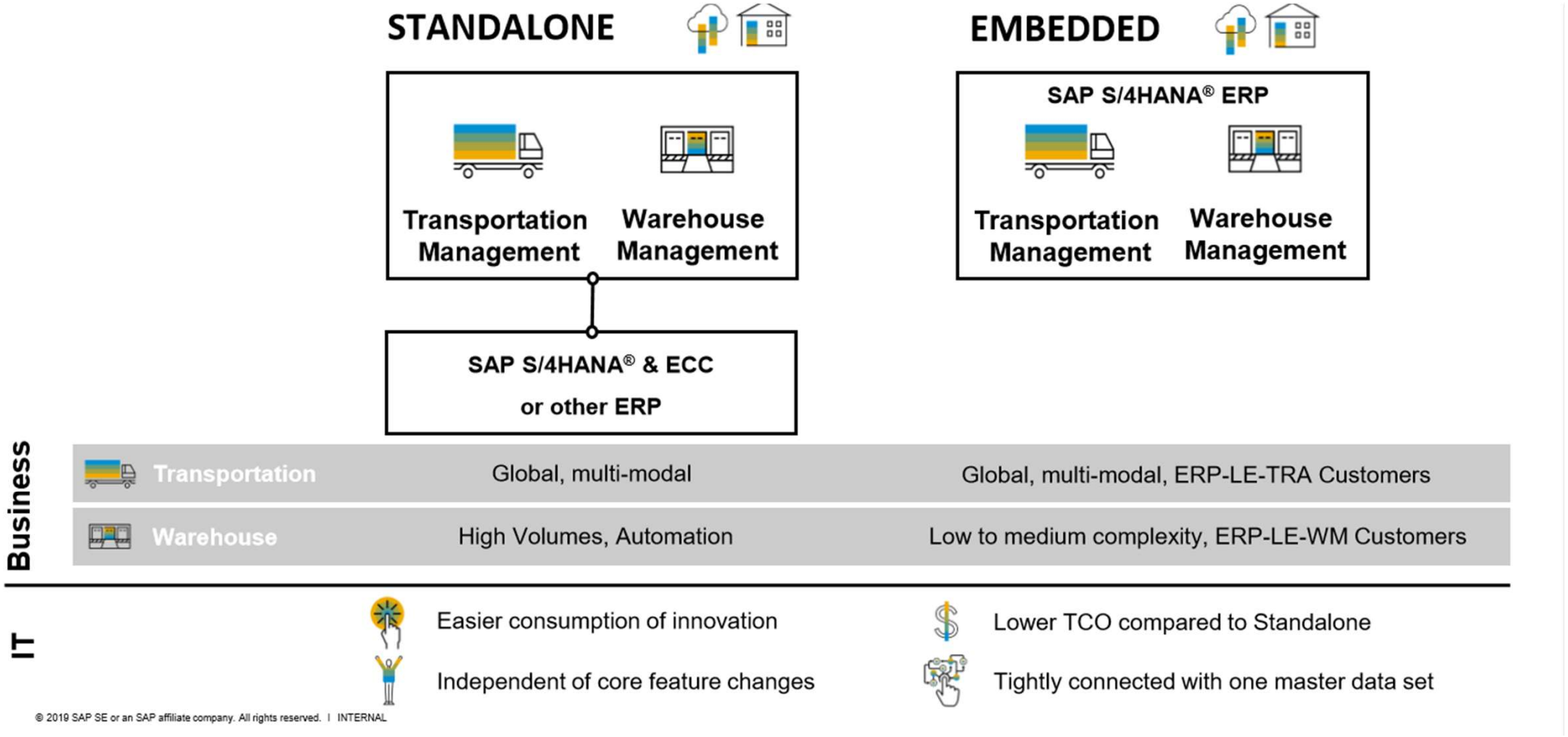
Transformation → Conversion → Migration

Conversion of Transportation Management

SAP LE-TRA → ?

- SAP Basic Shipping
- SAP TM embedded
- SAP TM decentral

Digital Logistics - Architectures



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Challenge 2: Changing Markets

more
FLEXIBILITY

- in planning
- in process design

more
RELIABILITY

- in statements to the customer
- in own planning
- in own accounting

more
TRANSPARENCY

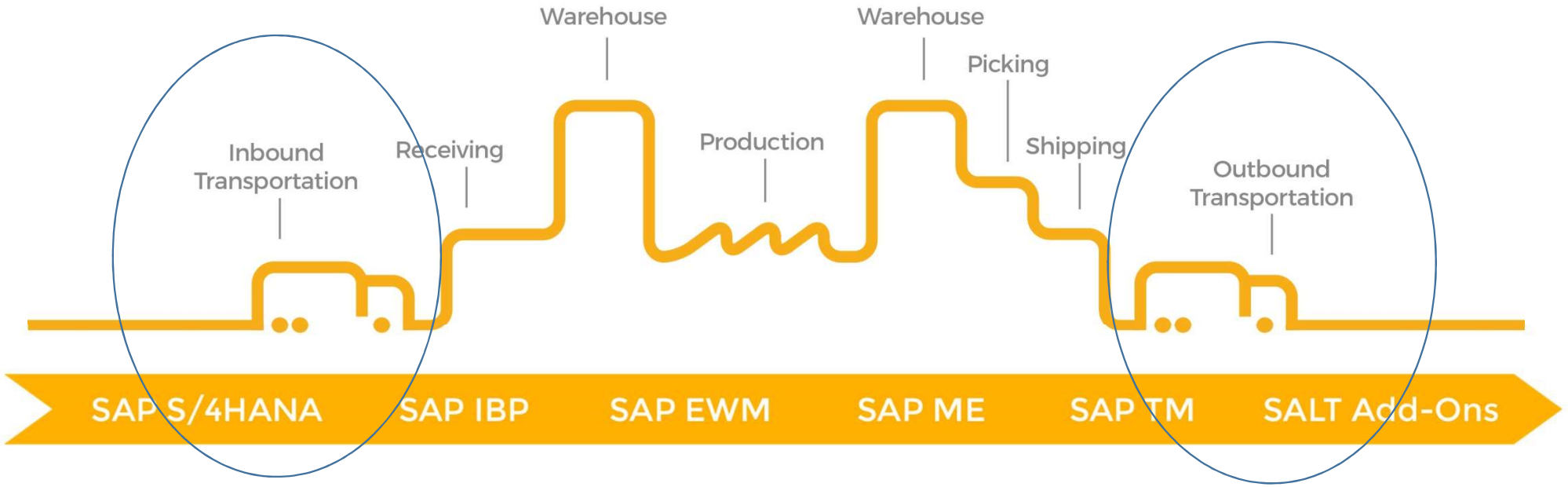
- about the own processes of the upcoming challenges
- about lessons learned

more
RESILIENCE

- to any impacts on the business
- in relation to the customer

Customer Service + more efficiency

SAP TM is a part of the entire SCM



…and thus an important part of the solution concept

Summary: simplify End-to-End-Processes in SAP

Integrated Business Planning

Execution

Warehouse-Management	Yard Logistics	Transportation Management	Track & Trace	Manufacturing-Execution	SALT Add-Ons

S/4HANA & SAP Cloud Platform

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D4S

SAP TM / Transportationmanagement

E.g. Advice on functional variants in SAP S/4HANA

Basic

Basic Shipping

Part of S/4HANA Enterprise Management with the integrated deployment option

- For shippers only
- Create, plan and manually monitor freight orders
- Transportation requirements planning based on deliveries (later in the overall process)
- Create freight orders with grouped incoming or outgoing deliveries
- Manual and rule-based planning
- Subcontracting
- Calculation of basic charges and freight balancing procedures

Advanced

Advanced Transportation Management

Separately licensed and with integrated or decentralized applications

- Shipping and forwarding industry
- Holistic end-to-end transport management
- Early transport requirement planning based on orders
- Planning of combined incoming and outgoing transports on demand
- Optimized transport planning
- Peer-to-peer / Shipment tendering
- Advanced batch calculation and freight balancing procedures
- Dispute Management (planned) Support for real-time analysis
- Strategic freight management

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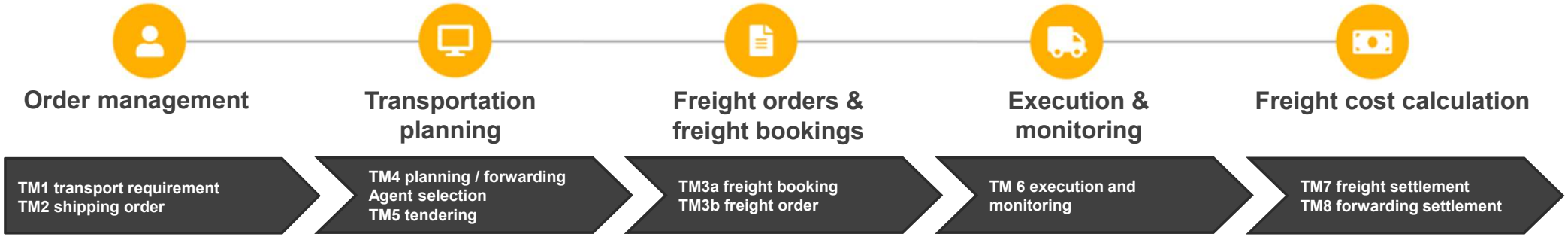
SAP TM – Processes at a Glance



Tracking & Reporting

- ATB: order-based transport requirement
- LTB: delivery-based transportation requirement
- Order-to-Cash (SD)
- Purchase-to-Pay (MM)
- Forwarding order (integration of third party customers)
- SAP EWM integration
- Handling units
- Termination
- Parcel shipping

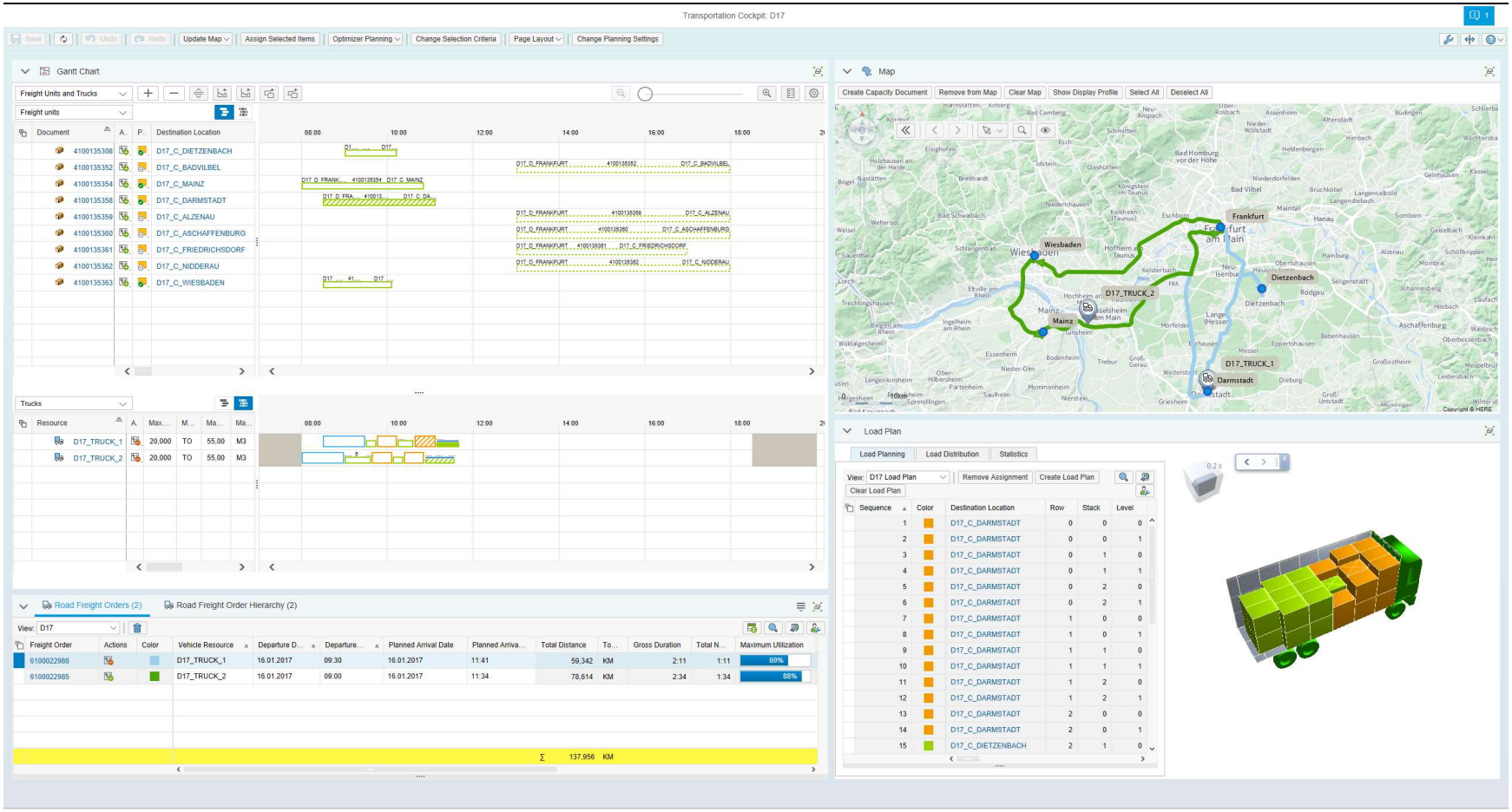
- Manual planning
- Automatic planning
- (VSR optimizer)
- Transport resource selection
- Carrier selection
- Routing
- Transport tender
- Trailer handling
- Cargo space planning
- Package / pallet planner
- Driver based planning

- Freight commissioning
- Freight bookings
- Air & Ocean
- SOLAS
- Dangerous goods handling
- Customs and compliance management
- Management of timetables
- Freight management air / sea freight LSP

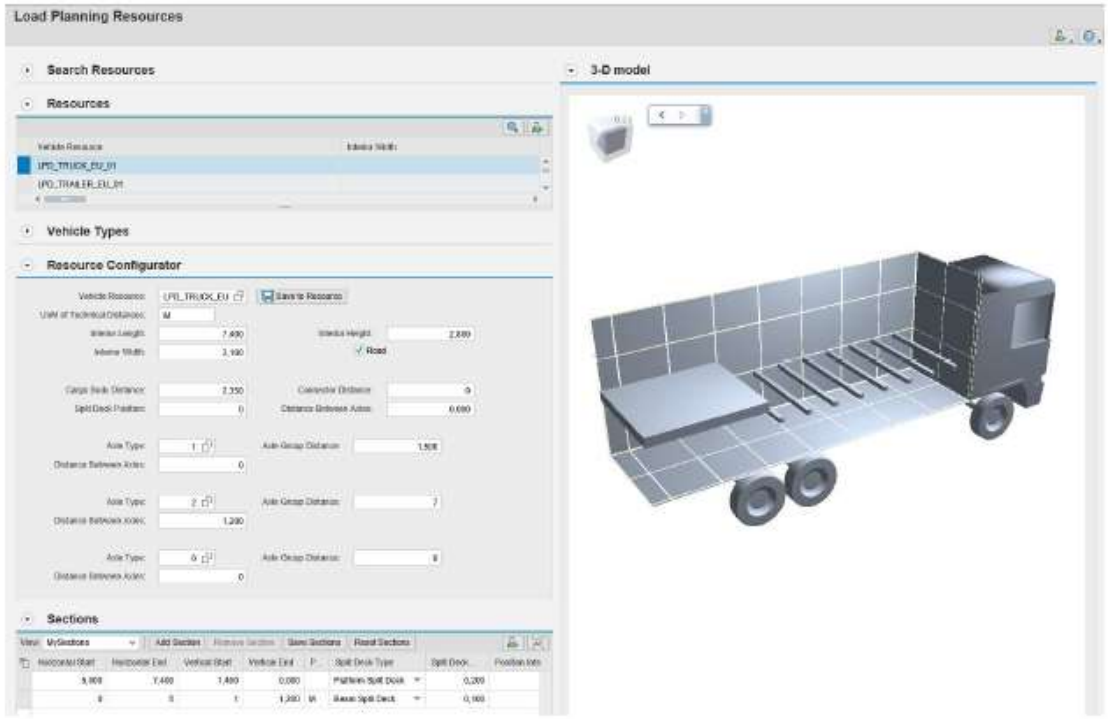
- Transport handling
- Freight documents / transport papers
- Status tracking
- Event management
- Transit warehousing

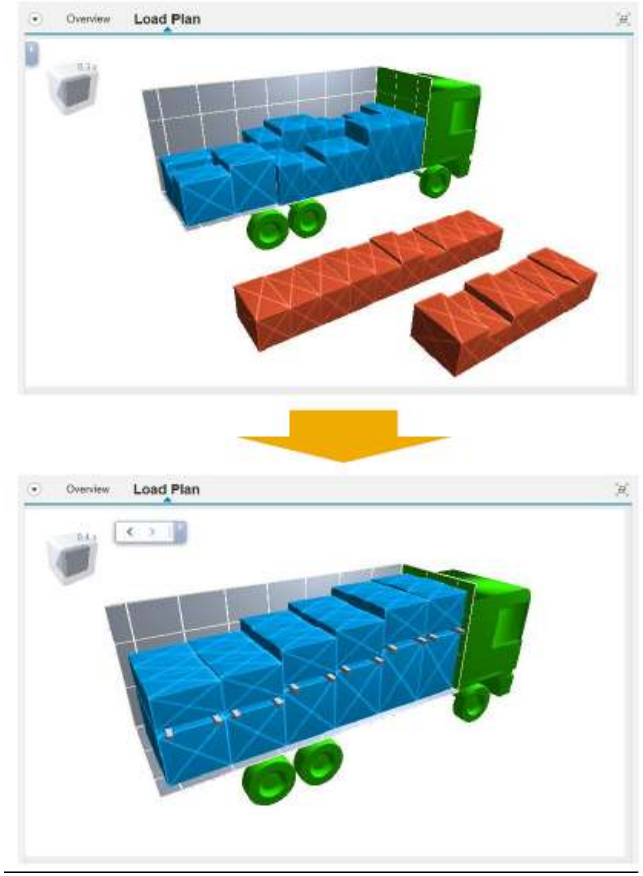
- Contract management (forwarding agents)
- Price and tariff management
- Freight calculation
- SAP ERP integration freight billing / forwarding agents billing
- Cost allocation controlling
- Clarification management
- Remuneration of the forwarding agents
- Strategic freight purchasing
- Interface for electr. invoice receipt

SAP TM transportation cockpit



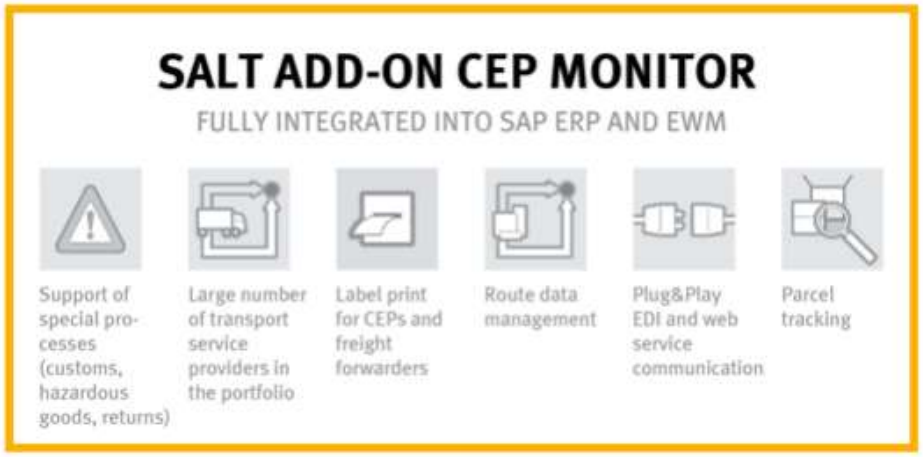
SAP TM freight hold optimization





Service provider connection with the SALT CEP monitor

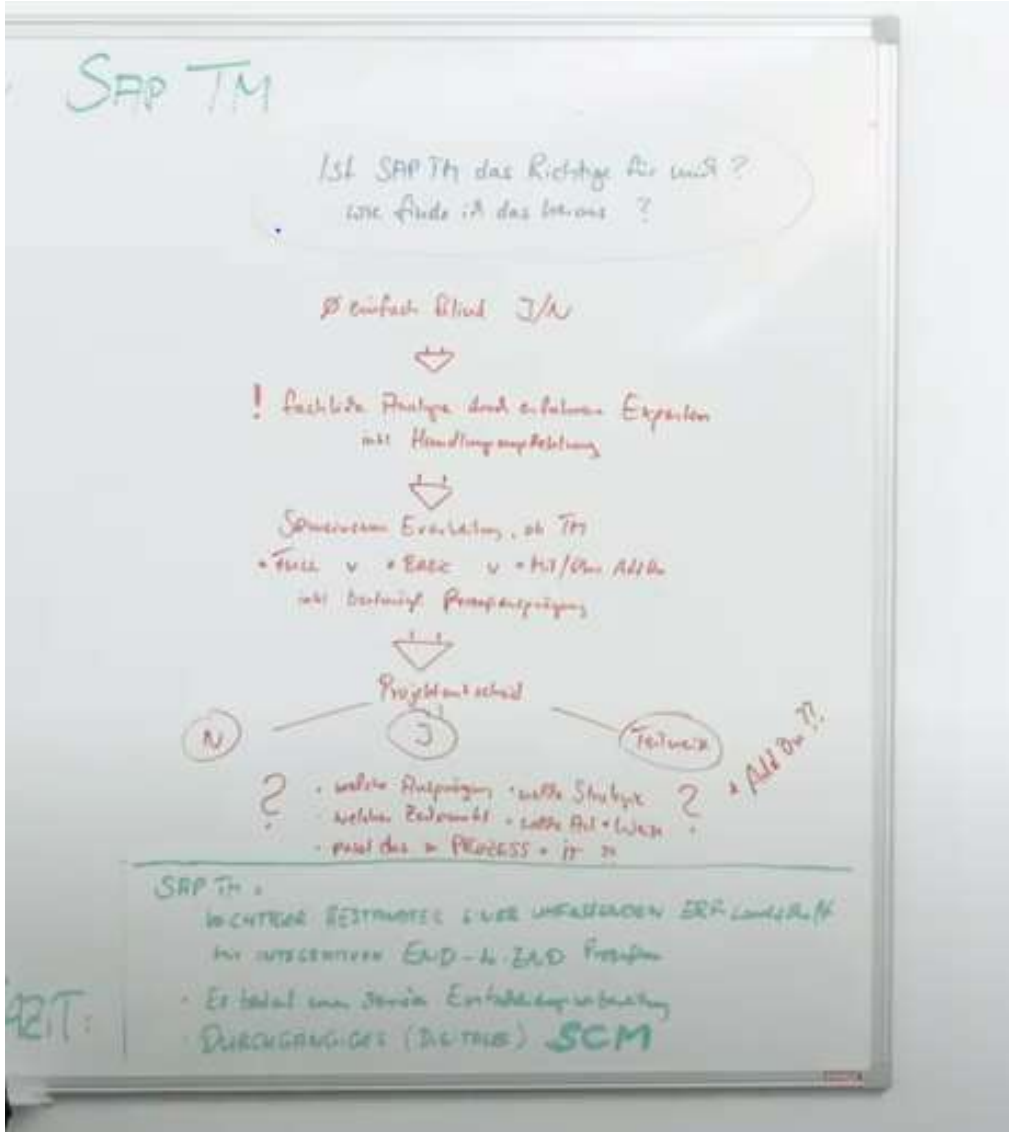
The **SALT CEP Monitor** is an **SAP-based Add-On** for the integration of your courier, express and parcel services (short “CEP") and forwarding agencies. Integrated into your SAP ERP, SAP EWM or S/4HANA, you can print labels with the Add-On, transfer data to your service providers and create loading lists.



Possible next steps

SALT Whiteboard Session

https://youtu.be/JXVWGJGblqE



How can SALT Solutions help you?

SALT Solutions is an expert in supply chain digitization and has years of experience in implementing and developing SAP solutions.

Consultancy
SALT Solutions advises shippers in finding out what the different SAP possibilities are with or without the combination of carrier connectivity from TRANSPOREON.

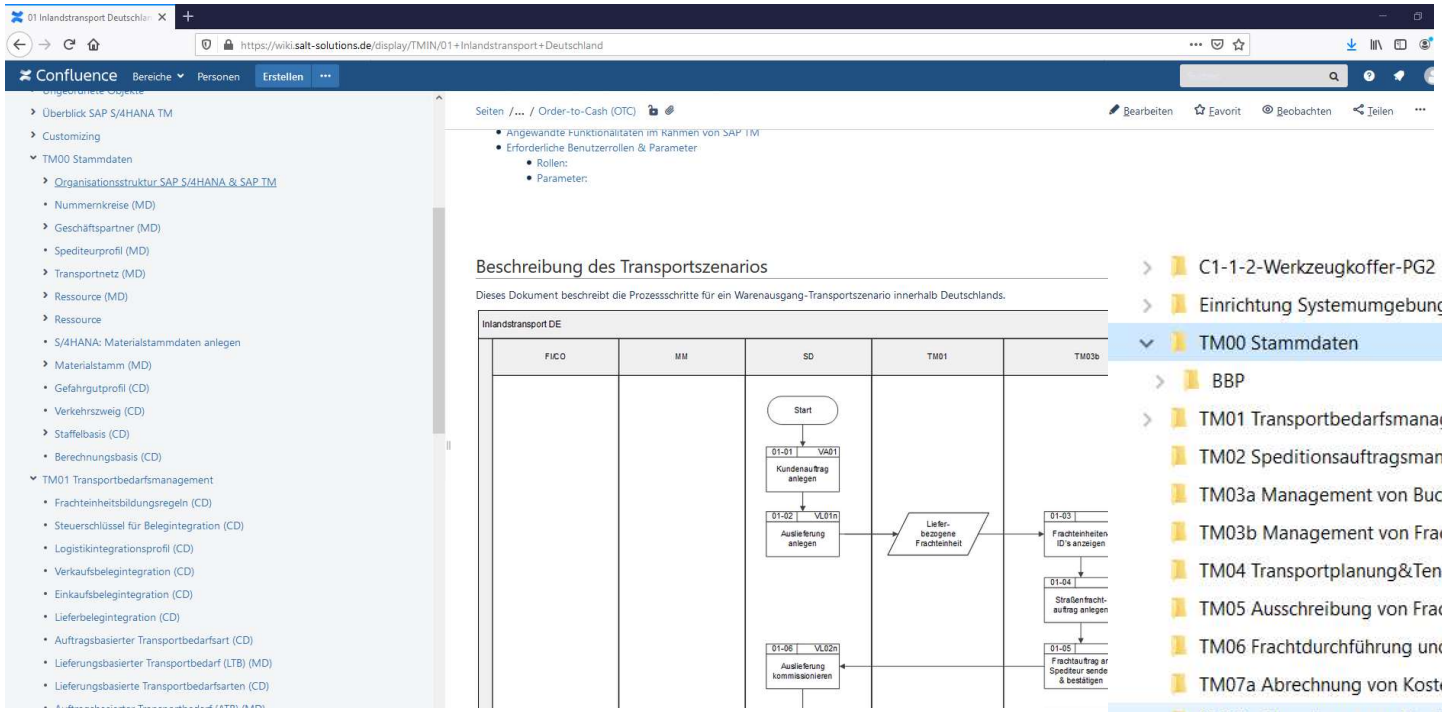
It's essential for shippers to have the best transport management solution in place. Strategical decisions often need to be made in order to choose the right SAP system with the best fitting functionalities for logistics.

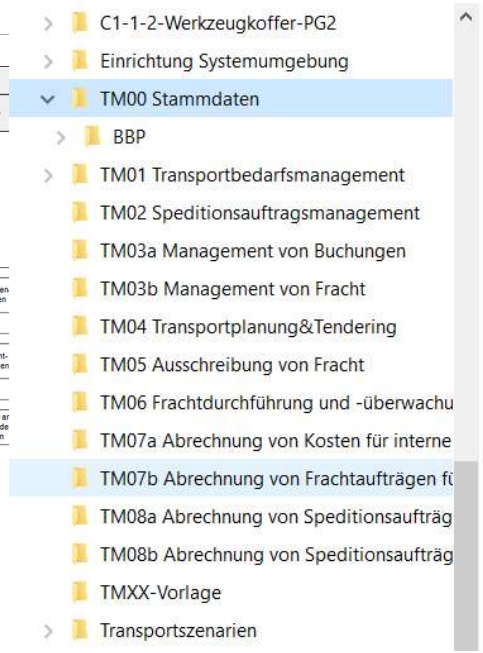
Implementation
SALT Solutions helps shippers with migration processes in order to be ready for the supply chain of the future.
As of 2027 SAP ERP will no longer be supported by SAP. Many shippers currently have to start preparing themselves for this change. The same questions often come up. E.g.: "Shall I use the TM Basic Shipping module in S/4 HANA, or is it better to choose for SAP TM? And then: Basic Shipping or TM Advanced?”

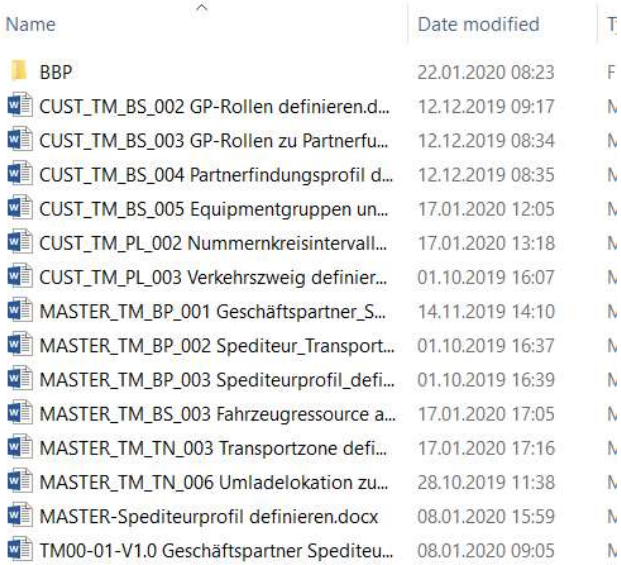
E.g. Advice on which SAP TM system is best for whom?

Companies without any TM	▪ Analyse SAP TM & define pros & cons ▪ Implementation of full SAP TM
Companies with SAP LE-TRA	▪ Analyse SAP TM & define processes & consulting ▪ Migrate to SAP TM Basic Shipment ▪ or implementation of full SAP TM
Companies with SAP TM	▪ Analyse current SAP TM benefit ▪ Optimize your SAP TM landscape ▪ Implement new features

SALT TM Toolbox with Best Practice Templates



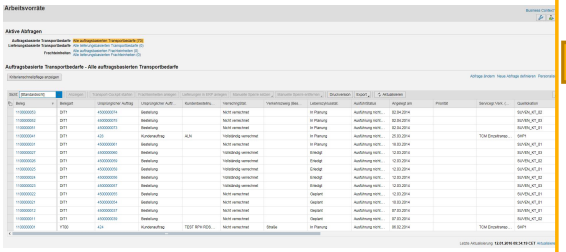




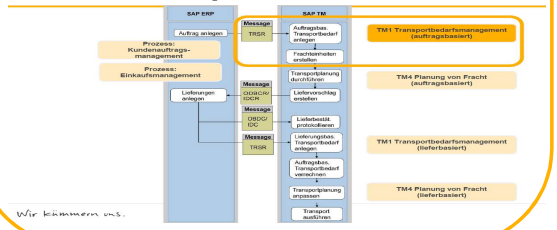
Requirements – and definition workshops

SALT Presentation

SALT TM System



TM Standard processes



Customer processes

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    Versandart: WAGGON
    Bemerkung:
    Waggonraumbedarf geplant:    1 Stück R
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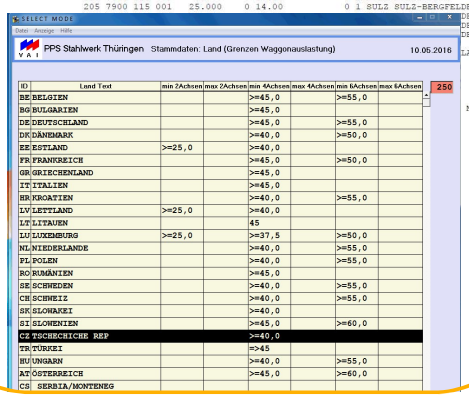
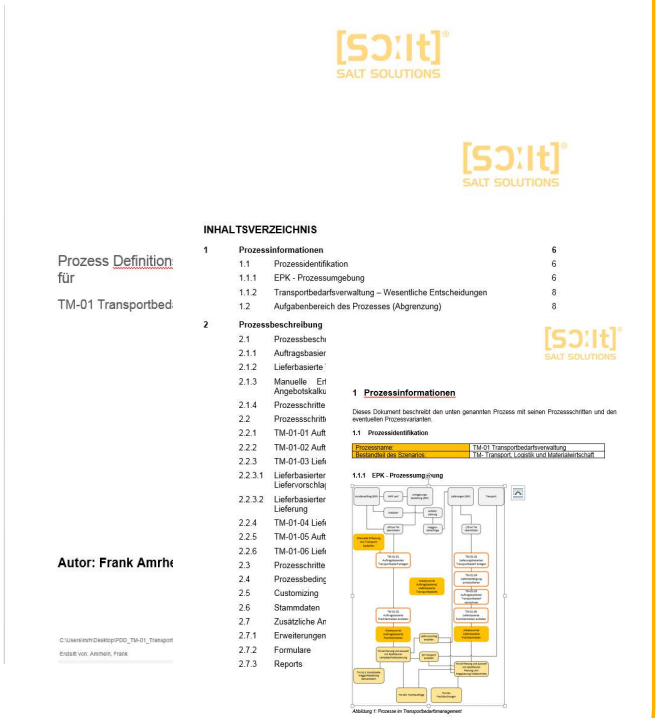


PoC result presentation and processes



SALT & SAP TM – MEET THE EXPERTS

[SALT SOLUTIONS Part of Accenture]

SAP® Recognized Expertise
in Supply Chain Management

Execution

Warehouse Management | Yard Logistics | Transportation Management | Track & Trace | Manufacturing Execution | SALT Add-Ons

S/4HANA & SAP Cloud Platform

- Analysis
- Consulting
- Implementation
- Optimization
- Application Management & 24/7 Support

SAP Gold Partner

SALT ADD-ON CEP MONITOR

FULLY INTEGRATED INTO SAP ERP AND EWM

- Support of special processes (customs, hazardous goods, returns)
- Large number of transport service providers in the portfolio
- Label print for CEPs and freight forwarders
- Route data management
- Plug&Play EDI and web service communication
- Parcel tracking

CBL, DHL Express, FedEx, GLS, DB Schenker, Royal Mail, DHL Paket, DPD, TNT express, TNT innight, DHL Freight, Hermes Logistik Gruppe, trans-o-flex, Schachinger Logistik, Streck Transport, SEUR, Night Star Express, Post.at, UPS, CargoLine, Nörpel, trans-o-flex, primetime, Kuehne+Nagel, DSV, IDS, Deutsche Post, Dachser Intelligent Logistics, Emons, Heppner

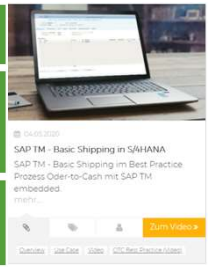
Customized solutions

+

SALT Best Practices 4 SAP TM
Methodology
Functionality / Usability / Integration

+

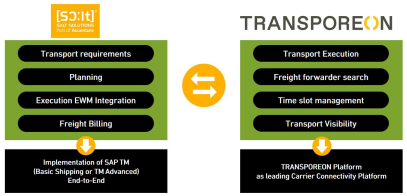
SAP Best Practices
Scenario Builders
Implementation methods in S/4HANA



Plan	Build	Run
TM requirement analysis	Realization (e.g. agile approach)	Cutover and go-live accompaniment
TM Business Blueprint creation	Template development	Worldwide application management & support, 24/7 incident support
Prototyping	Rollout management	
	Test management	
	Training concepts for key and end users	

Order management	Transportation planning	Freight orders & freight bookings	Execution & monitoring	Freight cost calculation
TM1 transport requirement TM2 shipping order	TM4 planning / forwarding Agent selection TM5 tendering	TM3a freight booking TM3b freight order	TM 6 execution and monitoring	TM7 freight settlement TM8 forwarding settlement
ATB: order-based transport requirement	Manual planning	Freight commissioning	Transport handling	Contract management (forwarding agents)
LTB: delivery-based transportation requirement	Automatic planning	Freight bookings	Freight documents / transport papers	Price and tariff management
Order-to-Cash (SD)	(VSR optimizer)	Air & Ocean	Status tracking	Freight calculation
Purchase-to-Pay (MM)	Transport resource selection	SOLAS	Event management	SAP ERP integration freight billing / forwarding agents billing
Forwarding order (integration of third party customers)	Carrier selection	Dangerous goods handling	Transit warehousing	Cost allocation controlling
SAP EWM integration	Routing	Customs and compliance management		Clarification management
Handling units	Transport tender	Management of timetables		Remuneration of the forwarding agents
Termination	Trailer handling	Freight management air / sea freight LSP		Strategic freight purchasing
Parcel shipping	Cargo space planning			Interface for electr. invoice receipt
	Package / pallet planner			
	Driver based planning			

Tracking & Reporting



Wir kümmern uns.

Save the Date!

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FOKUS EVENT LOGISTIK - ONLINE

MELDEN SIE SICH JETZT AN

29.APRIL 2021

10 – 13 UHR

- **PRAXISBEISPIELE AUS DER LOGISTIK**
- **MEET THE EXPERTS**

www.salt-solutions.de

Get connected

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SALT Solutions GmbH

mail frank.staudigel@salt-solutions.de

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