THE BEST RUN SAP

Skaitmeninė transformacija - verslo efektyvumo variklis

SAP patirtis

Apie mane

Gytis Morkūnas

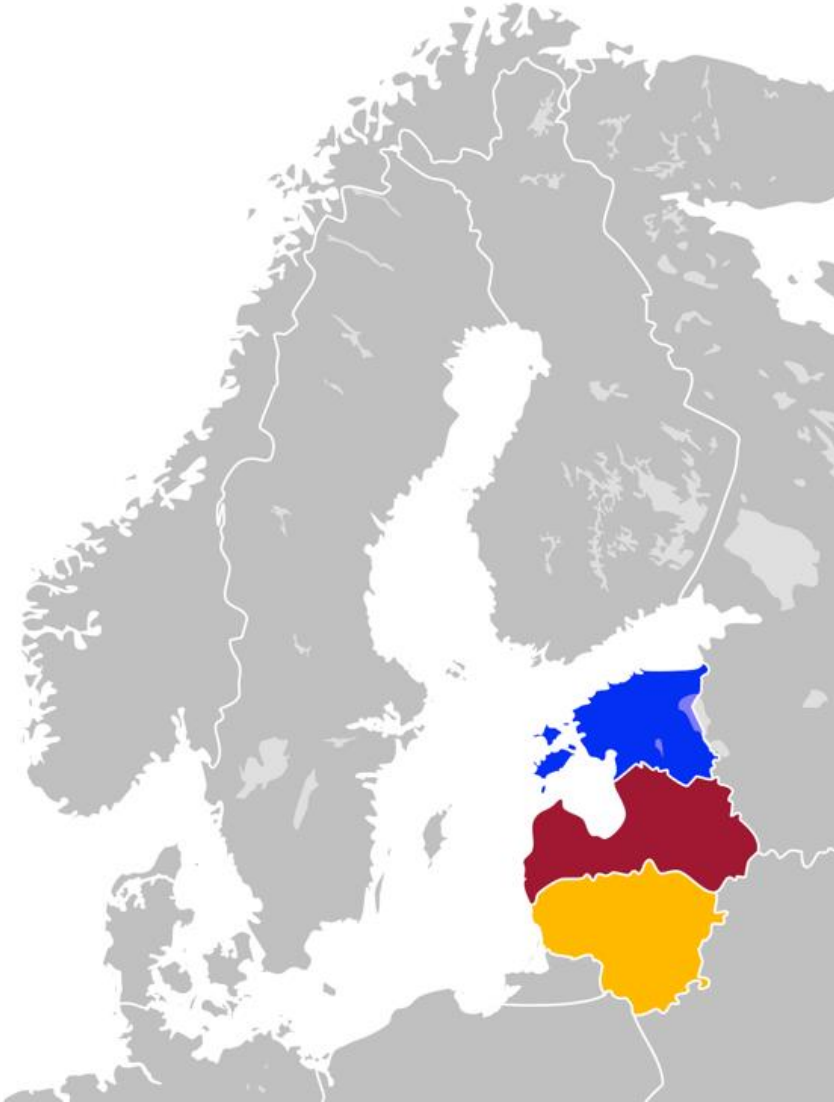
Partner Business Manager Baltics at SAP

Lithuania · Contact info

500+ connections

SAP

Vilniaus universitetas / Vilnius University



gytis.morkunas@sap.com

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THE BEST RUN SAP

105,000+
Darbuotojų

21,100+
Partnerių

€27.63B
Pajamos

180+
Valstybių

27
Industrijos

€4.3B+
R&D investicijos

440,000+
Klientų

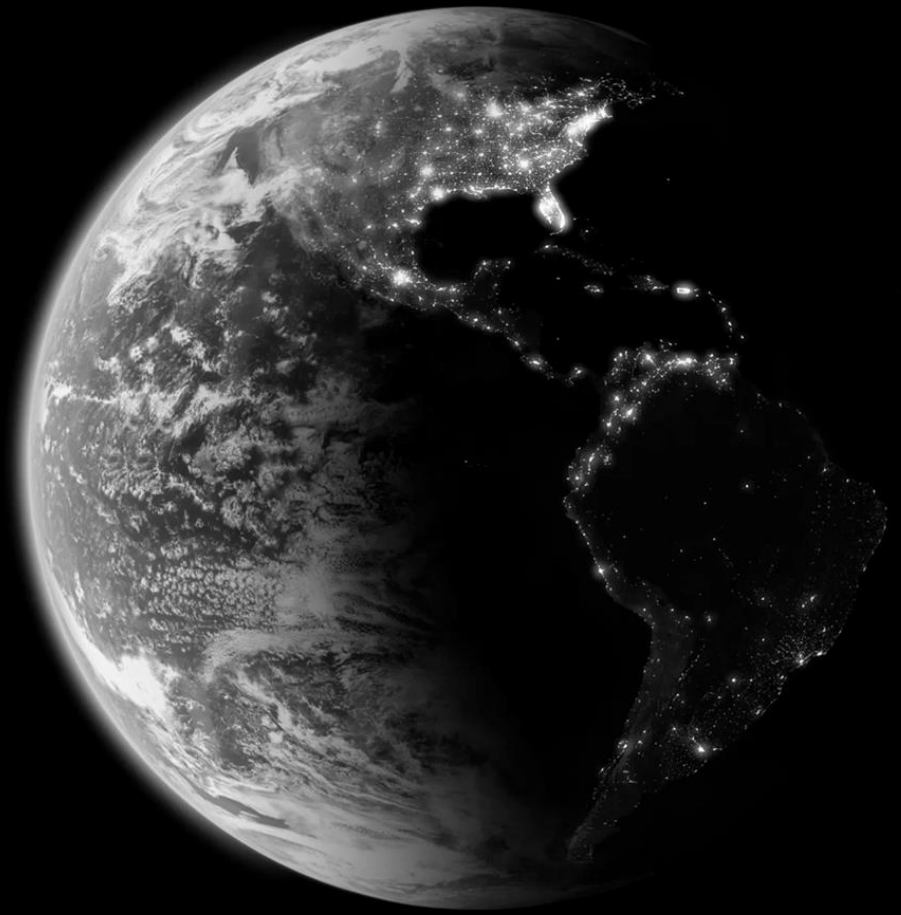
92%
Forbes Global 2000

80%
Mažų ir vidutinių įmonių

77%
Pasaulio transakcijų

78%
Pasaulio maisto

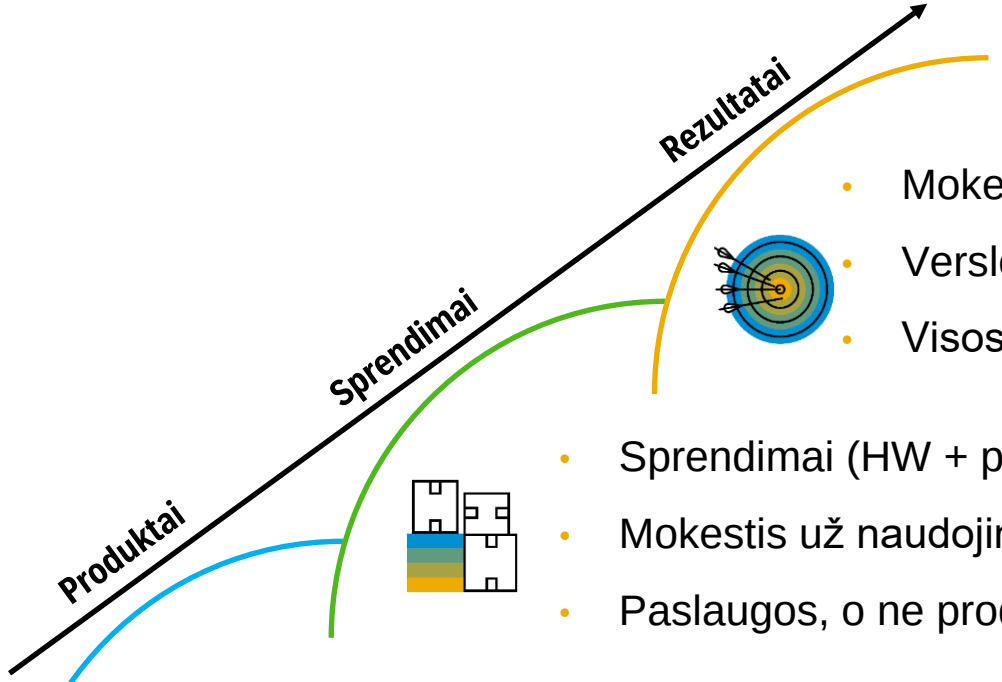
82%
Pasaulio medicinos prietaisų



Naujos technologijos gali suteikti vidutinio dydžio įmonėms galimybes augti, neturint didžiulių resursų investicijoms.

Gartner®

Parduodant patirtį



- Mokestis už rezultatą
- Verslo ekosistemos
- Visos įmonės – skaitmeninės įmonės

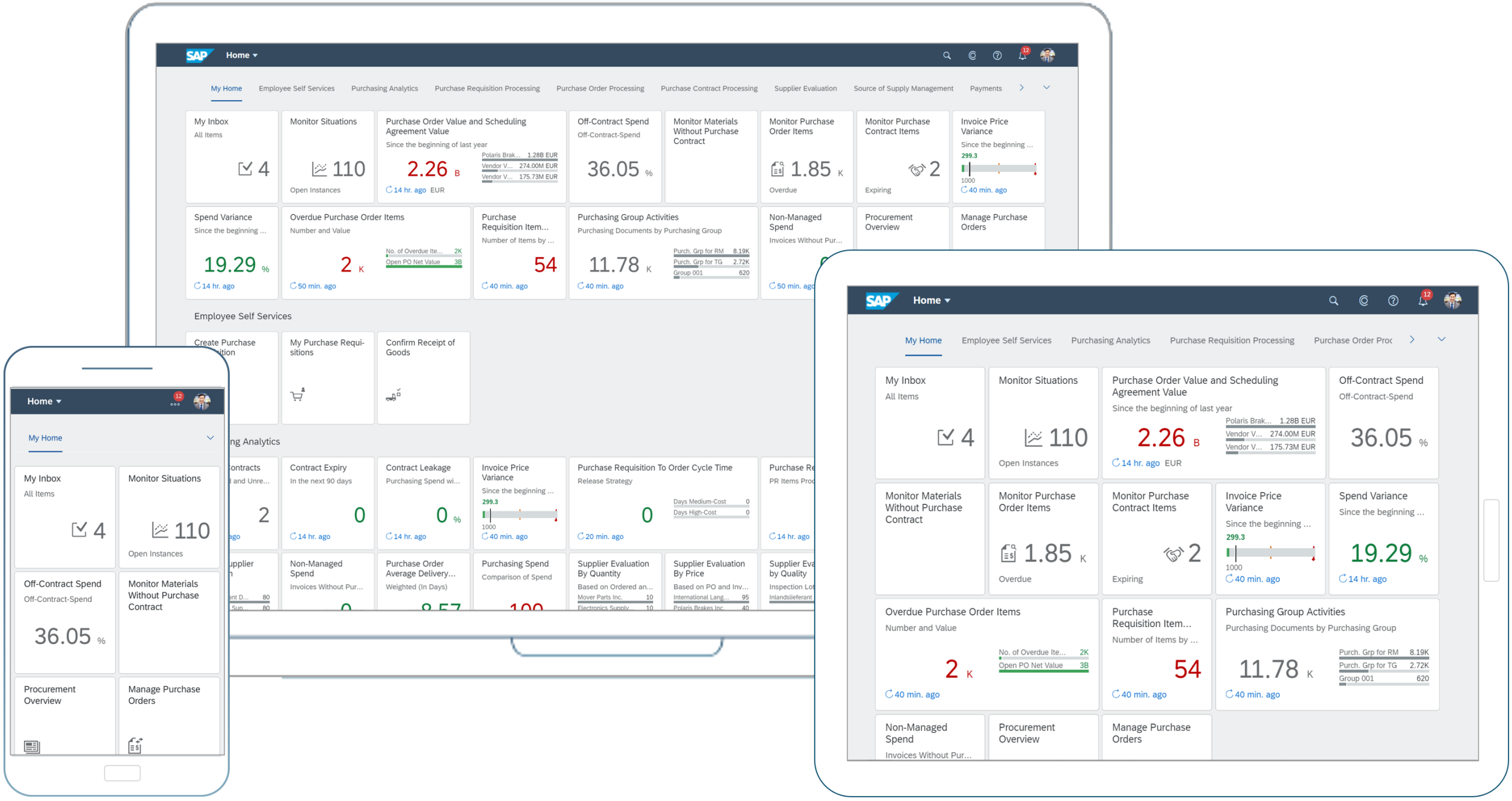
- Sprendimai (HW + paslaugos + SW)
- Mokestis už naudojimą
- Paslaugos, o ne produktai

- Kaštų optimizavimas
- Geresnis turto valdymas
- Gamybos efektyvumas

Blog on outcome based economy

Blog on exponential change

nt3270--1.140 -- ihsap3 (147.204.123.5)
Network Edit Colors Fonts Options TermType Help
NPESC003 USERID / PASSWORD invalid combination
09:05:26 Term TCP30243 D4B32785 P R O D Userid D019041 30/01/97
W a l l d o r f
Tel. 06227 34-0
=====> P R O D U C T I O N S Y S T E M S <=====
Please enter LOGOFF or use PF3 to leave NET-PASS.
Userid: D019041 Password: New Password: <=>
Options:
023 032


Home
My Home
Employee Self Services
Purchasing Analytics
Purchase Requisition Processing
Purchase Order Processing
Purchase Contract Processing
Supplier Evaluation
Source of Supply Management
Payments
My Inbox
All Items
4
Monitor Situations
110
Open Instances
Purchase Order Value and Scheduling Agreement Value
Since the beginning of last year
2.26 B
14 hr. ago EUR
Polaris Brak... 1.28B EUR
Vendor V... 274.00M EUR
Vendor V... 175.73M EUR
Off-Contract Spend
Off-Contract-Spend
36.05 %
Monitor Materials Without Purchase Contract
Monitor Purchase Order Items
1.85 K
Overdue
Monitor Purchase Contract Items
2
Expiring
Invoice Price Variance
Since the beginning ...
299.3
1000
40 min. ago
Spend Variance
Since the beginning ...
19.29 %
14 hr. ago
Overdue Purchase Order Items
Number and Value
2 K
No. of Overdue Ite... 2K
Open PO Net Value 3B
50 min. ago
Purchase Requisition Item...
Number of Items by ...
54
40 min. ago
Purchasing Group Activities
Purchasing Documents by Purchasing Group
11.78 K
Purch. Grp for RM 8.19K
Purch. Grp for TG 2.72K
Group 001 620
40 min. ago
Non-Managed Spend
Invoices Without Pur...
50 min. ago
Procurement Overview
Manage Purchase Orders
Employee Self Services
Create Purchase
My Purchase Requi-sitions
Confirm Receipt of Goods
Contract Expiry
In the next 90 days
0
14 hr. ago
Contract Leakage
Purchasing Spend wi...
0 %
14 hr. ago
Purchase Requisition To Order Cycle Time
Release Strategy
0
Days Medium-Cost 0
Days High-Cost 0
20 min. ago
Non-Managed Spend
Invoices Without Pur...
Purchase Order Average Delivery...
Weighted (In Days)
Purchasing Spend
Comparison of Spend
100
Supplier Evaluation By Quantity
Based on Ordered an...
Mover Parts Inc. 10
Supplier Evaluation By Price
Based on PO and Inv...
International Lang... 95
Polaris Brakes Inc. 40

Kai ilgi diegimo terminai netinka

6 dienos

SAP ERP diegimo rekordas

3 mėn.

Vidutinis SAP Cloud ERP diegimas

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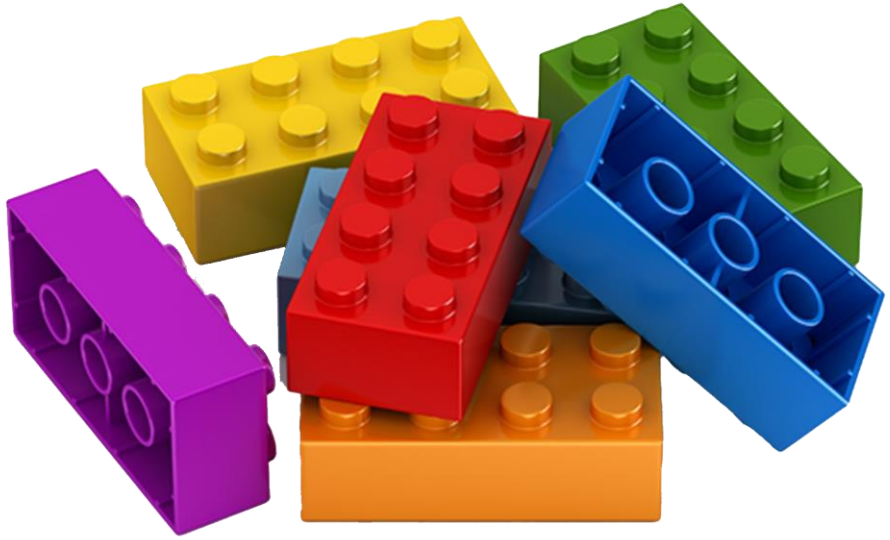
Kaip pasiekti efektyvumą?



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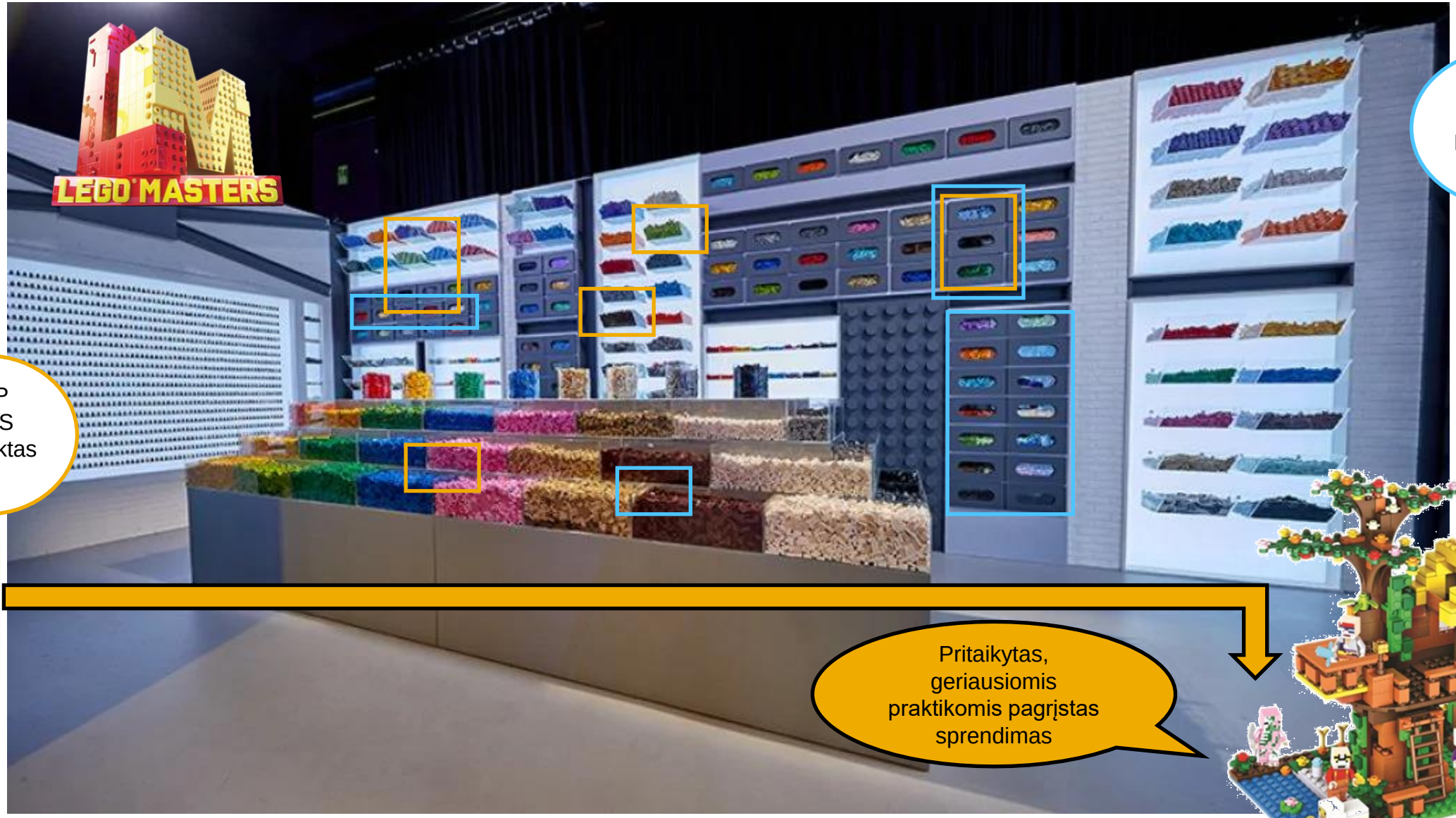
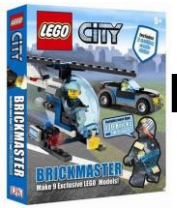
SAP Intelligent Enterprise



SAP
SaaS
Produktas
Y

SAP
SaaS
Produktas
X



Pritaikytas,
geriausiomis
praktikomis pagrįstas
sprendimas

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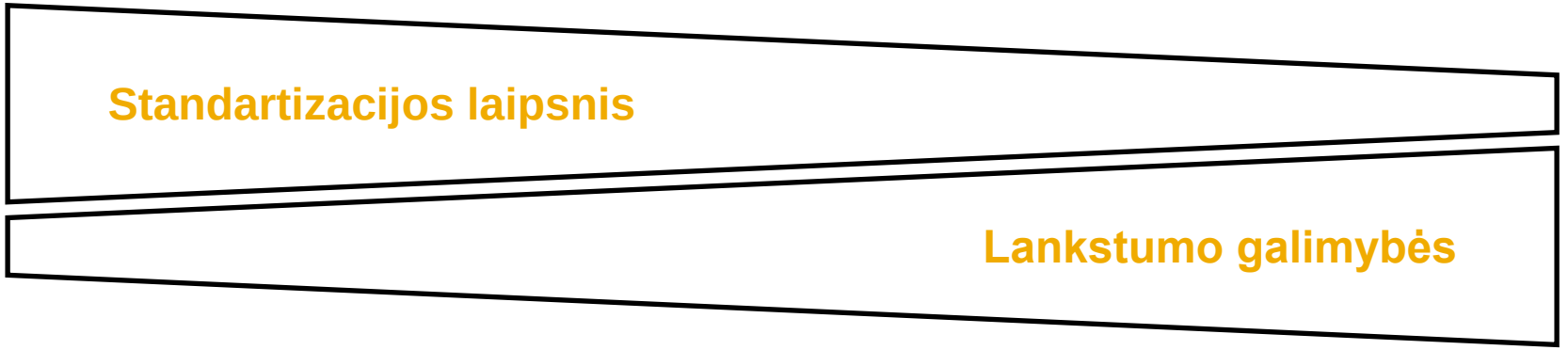
Atsibusti | Pusryčiai | Pakeliui į darbą | Darbe | Pakeliui iš darbo | Sportas | Pakeliui namo | Sofa | Lova

Debesis ar nuosava infrastruktūra – efektyvumas ar lankstumas?

SAP S/4HANA Public Cloud

SAP S/4HANA Private Cloud

SAP S/4HANA On-Premise



Kliento poreikiai arba reikalavimai

SAP S/4HANA Public Cloud		SAP S/4HANA On Premise
Mažiausias TCO		Daug modifikacijų
Daugiausiai debesijos privalumų		Prisiima pilną atsakomybę
Tikras SaaS		Reguliuojama veiklos šaka

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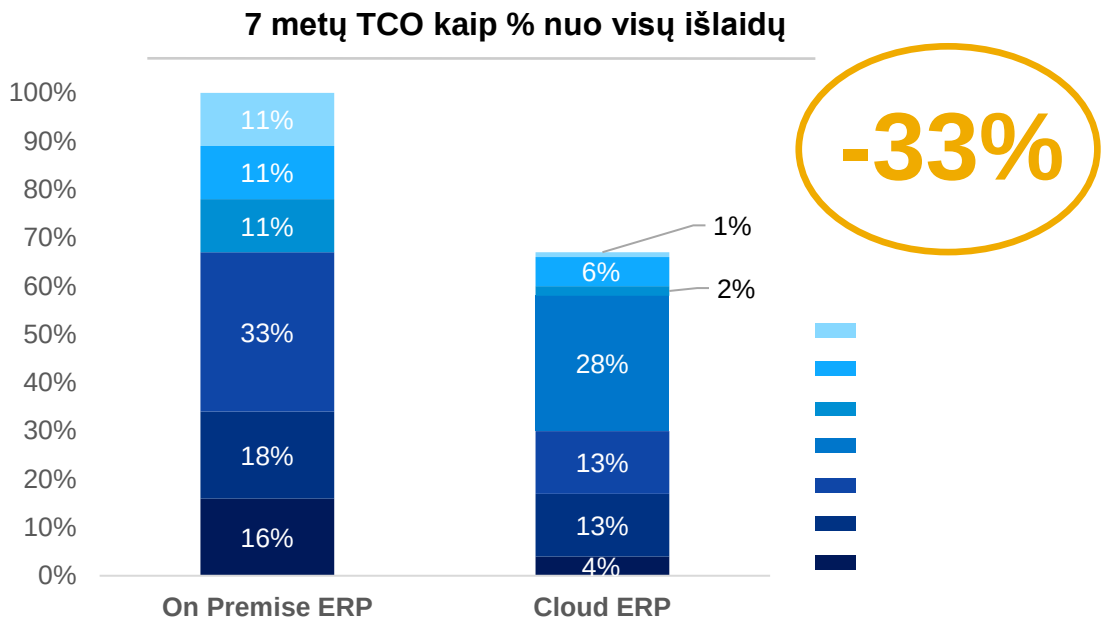
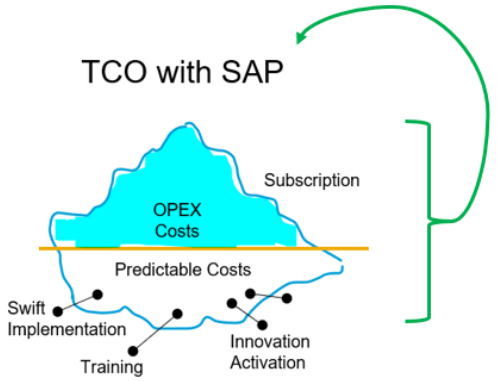
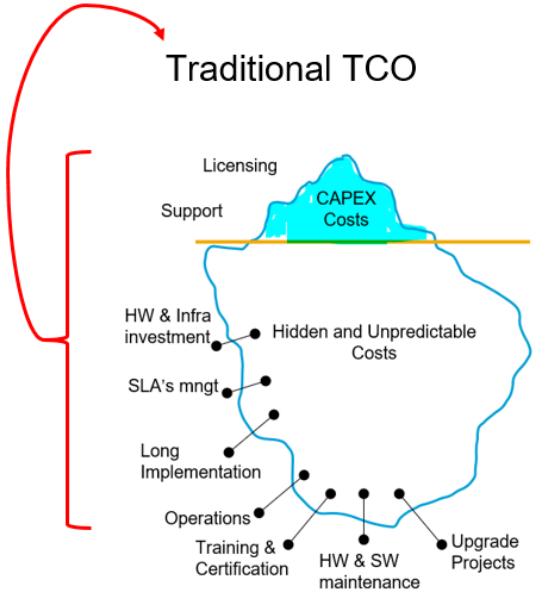
SAP S/4HANA Cloud: total cost of ownership



-33%





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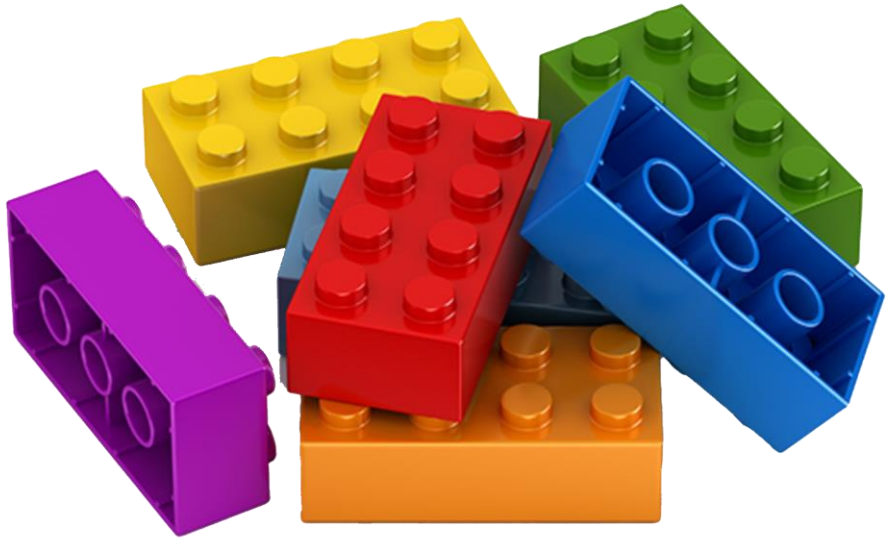
Kaip pasiekti efektyvumą?



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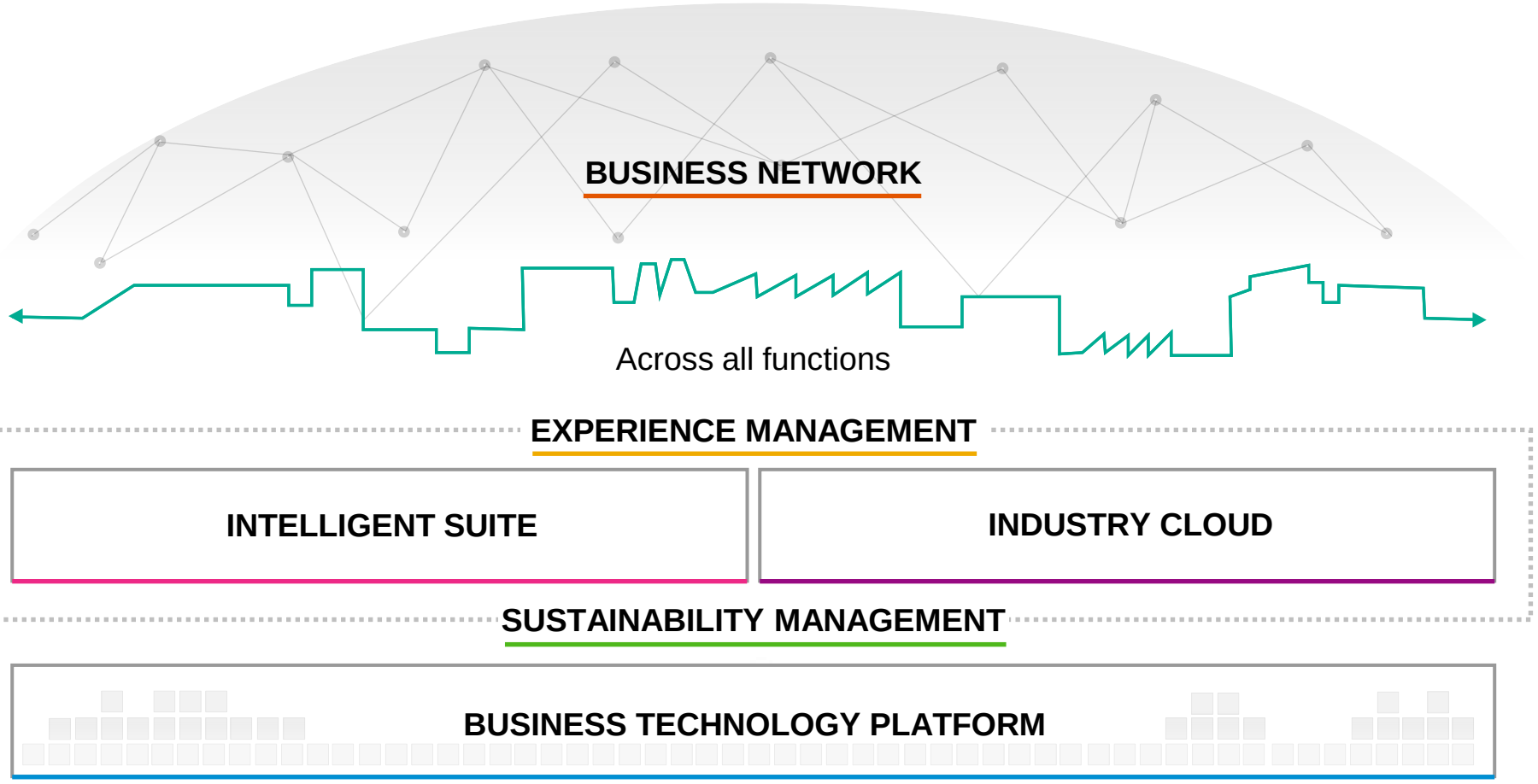
SAP Intelligent Enterprise: sumuštinis

VERSLO PROCESAI

PROGRAMINĖ ĮRANGA

TECHNOLOGIJOS



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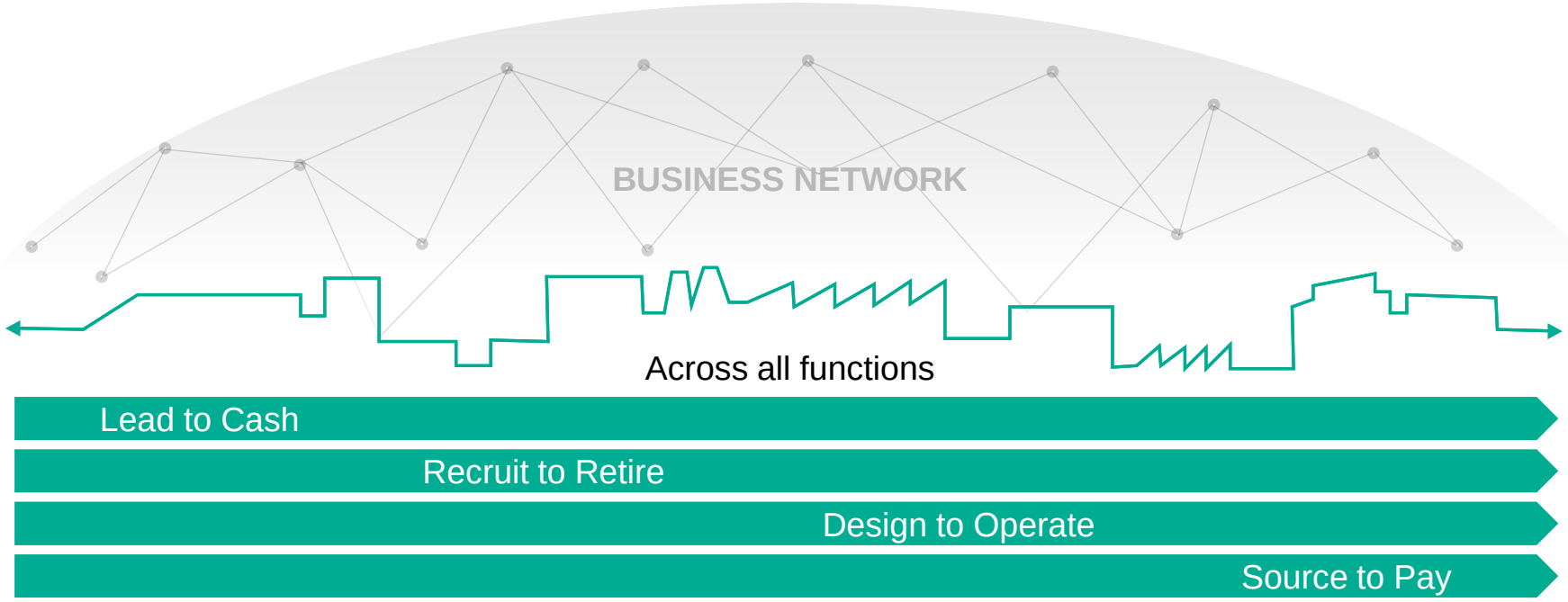
SAP Intelligent Enterprise: verslo procesai nuo pradžių iki galo

VERSLO PROCESAI



PROGRAMINĖ ĮRANGA

EXPERIENCE MANAGEMENT

INTELLIGENT SUITE

INDUSTRY CLOUD

SUSTAINABILITY MANAGEMENT

TECHNOLOGIJOS

BUSINESS TECHNOLOGY PLATFORM

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SAP S/4HANA ir Intelligent Enterprise:

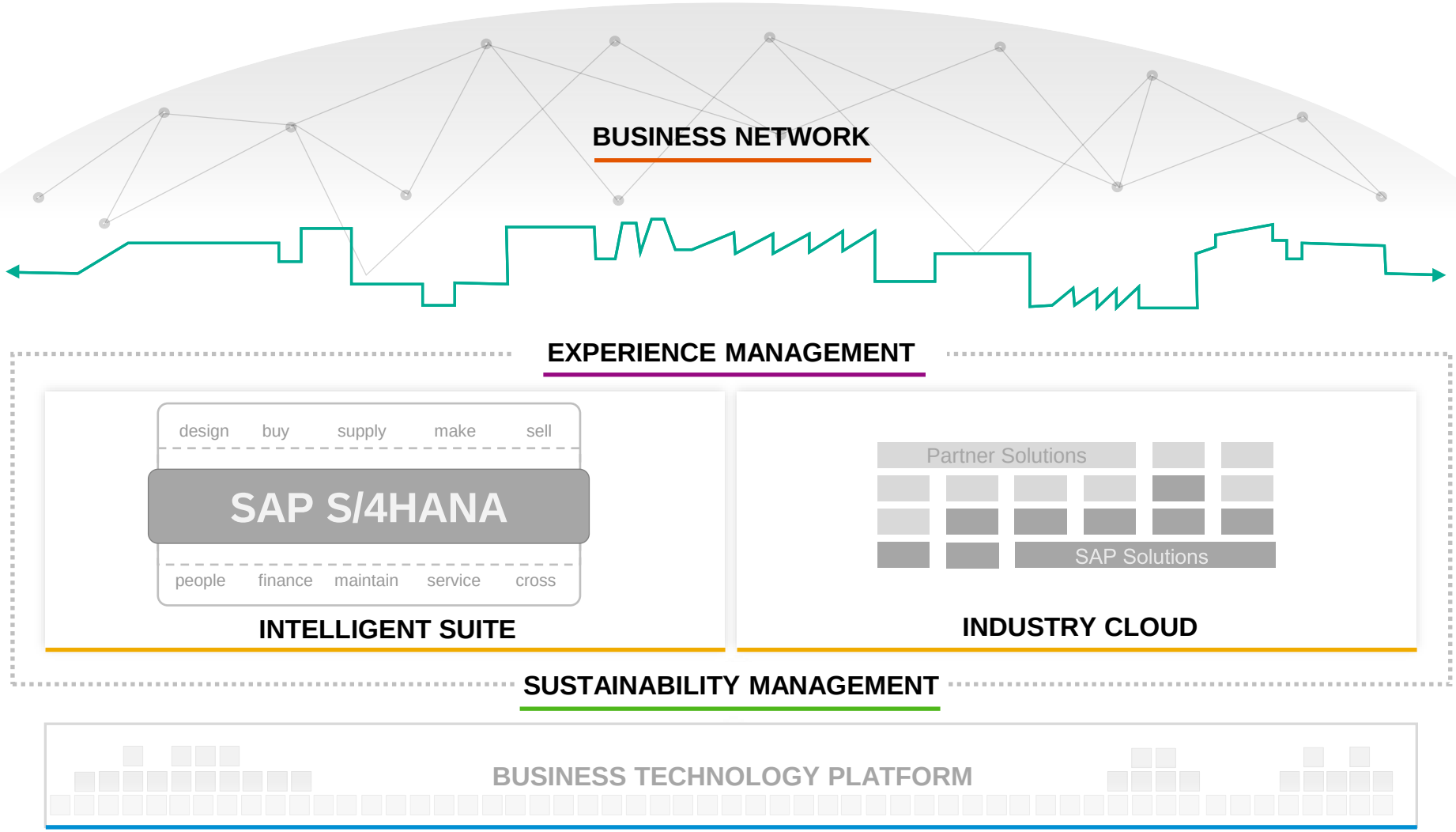
Verslo
BENDRADARBIAVIMAS
(EKOSISTEMOS)

Verslo
PROCESAI

Verslo

PROGRAMINĖ ĮRANGA

ECHNOLOGIJOS



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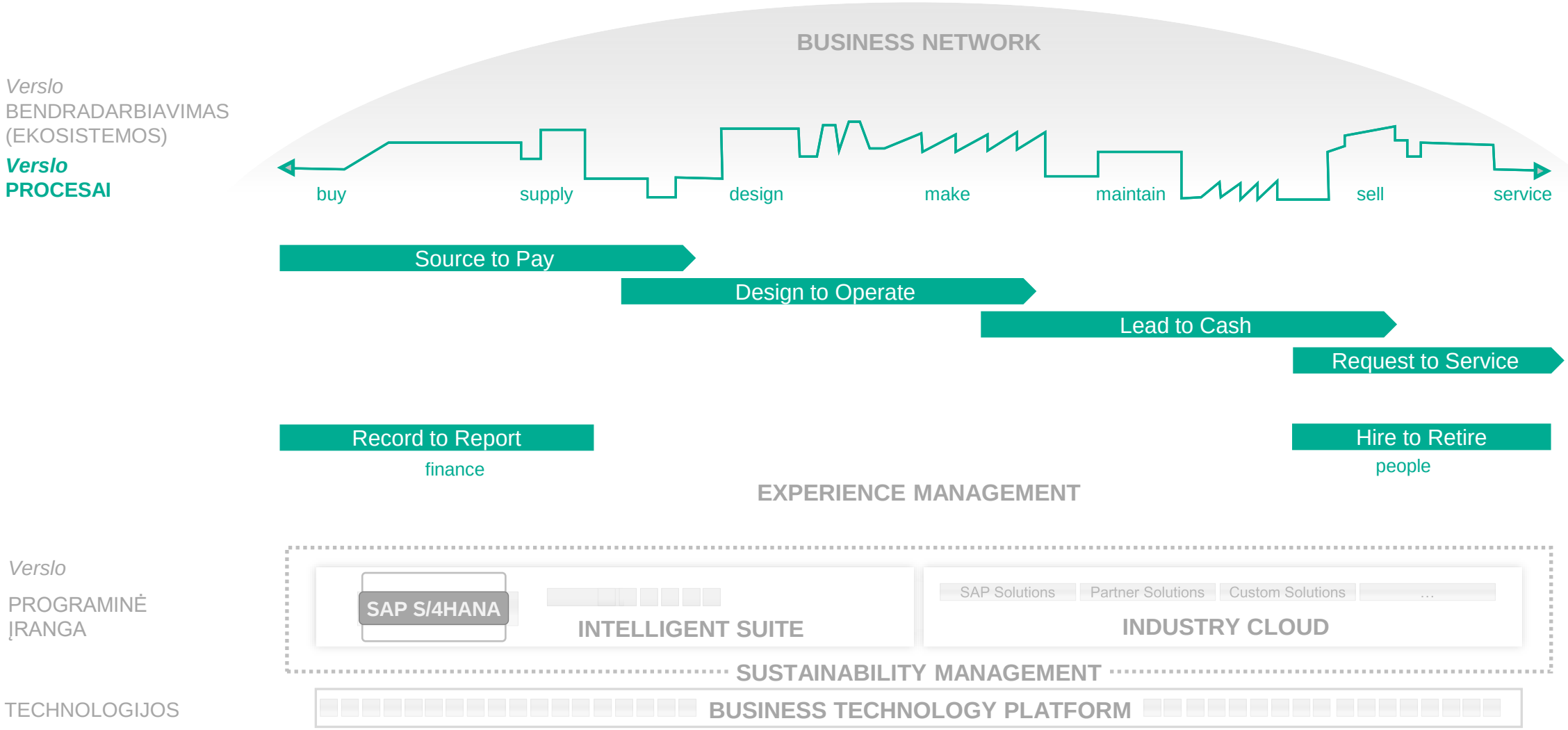
SAP S/4HANA ir Intelligent Enterprise: Verslo procesai



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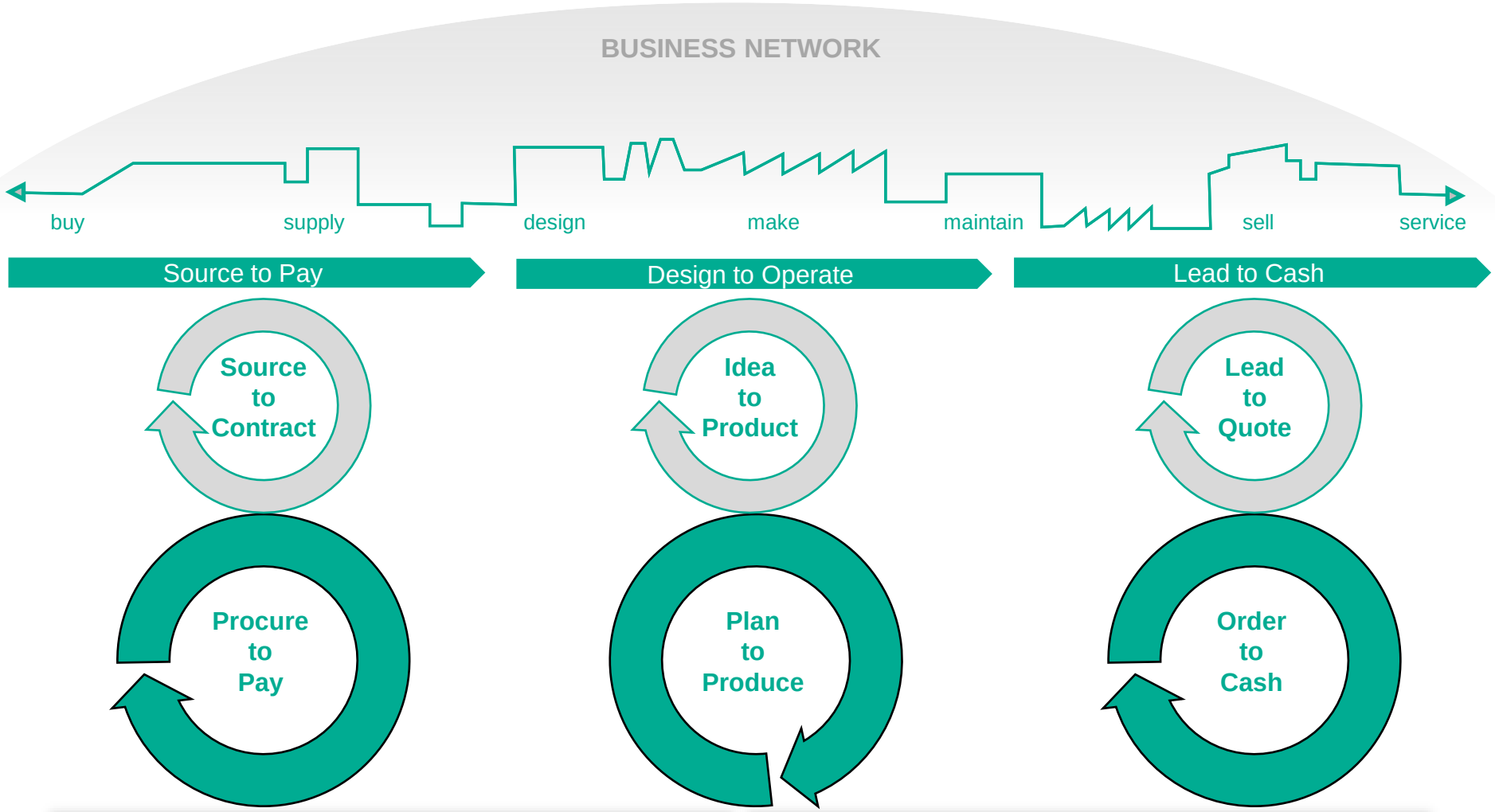
SAP S/4HANA ir Intelligent Enterprise: Verslo procesai

Verslo
BENDRADARBIAVIMAS
(EKOSISTEMOS

Verslo
PROCESAI



Verslo
PROGRAMINĖ ĮRANGA

SAP S/4HANA

INTELLIGENT SUITE

SAP Solutions | Partner Solutions | Custom Solutions | …

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SAP S/4HANA ir Intelligent Enterprise: Verslo procesai smulkiau

Verslo
BENDRADARBIAVIMAS
(EKOSISTEMOS

BUSINESS NETWORK

Verslo
PROCESAI

buy supply design make maintain sell service

Source to Pay
Source to Contract
Procure to Invoice
Invoice to Pay

Design to Operate
Idea to Product
Make to Stock
Make to Order
Supply to Line
Assemble to Order
Engineer to Order
Request to Service

Lead to Cash
Quote to Order
Invoice to Cash
Sell from Stock
Return to Restock

Record to Report
finance

Hire to Retire

Expense to Pay
people

Verslo
PROGRAMINĖ ĮRANGA

SAP S/4HANA

INTELLIGENT SUITE

SAP Solutions | Partner Solutions | Custom Solutions | …

INDUSTRY CLOUD

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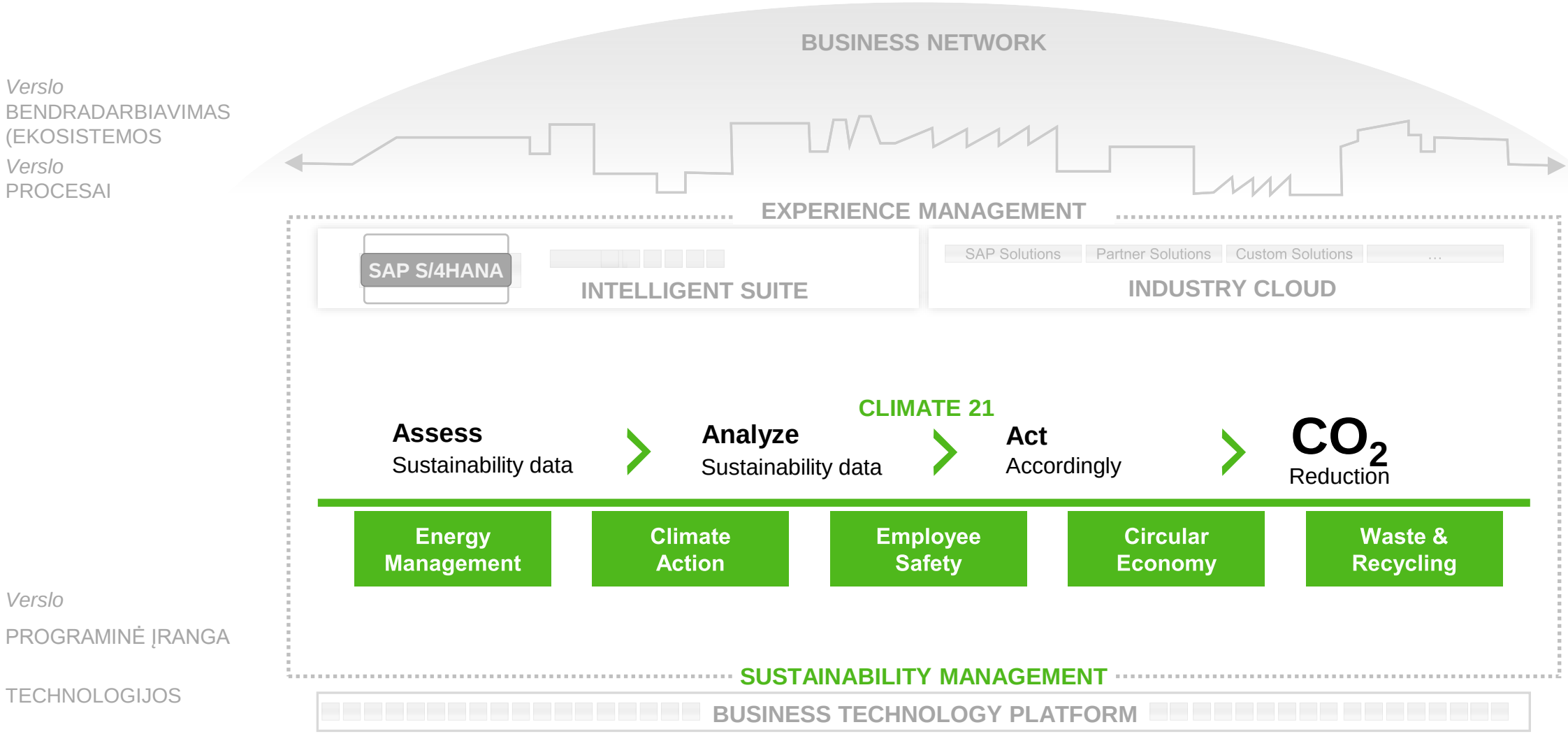
SAP Intelligent Enterprise: Tvarumo valdymas



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Kliento istorija – Retal Group

- **Iššūkiai:**
  - Pokyčių valdymas;
  - Diegimas pandemijos sąlygomis
- **Pagrindinės naudos:**
  - Įmonės (grupės) lygiu:
    - Duomenų kokybė, skaidrumas;
    - Finansinių procesų trukmė;
    - Esminės įžvalgos – kaštai, pelningumas ir kt.
  - Naudotojų lygiu:
    - Patogumas naudoti (!);
    - Sprendimų priėmimo greitis;
    - Informacijos prieinamumas;

Projekto apimtis:

- SAP ERP (S/4Hana);
- SAP Gamybos valdymas;
- SAP Turto valdymas;

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Ačiū!

Gytis Morkūnas

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