



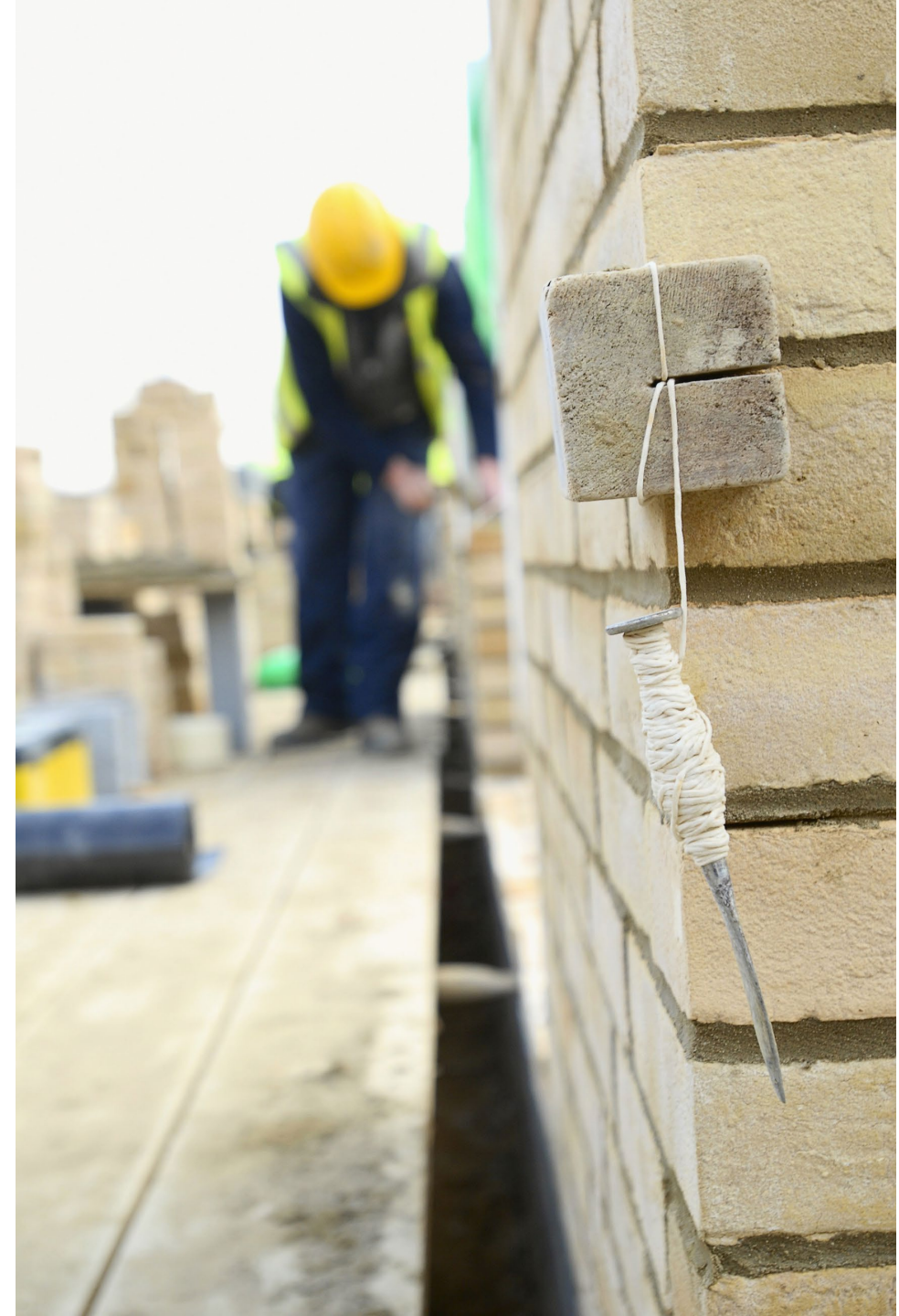
Solutions for the Intelligent Building Materials Manufacturers

Ursula Grün and Folkert Haag, SAP
September 28, 2022

Public

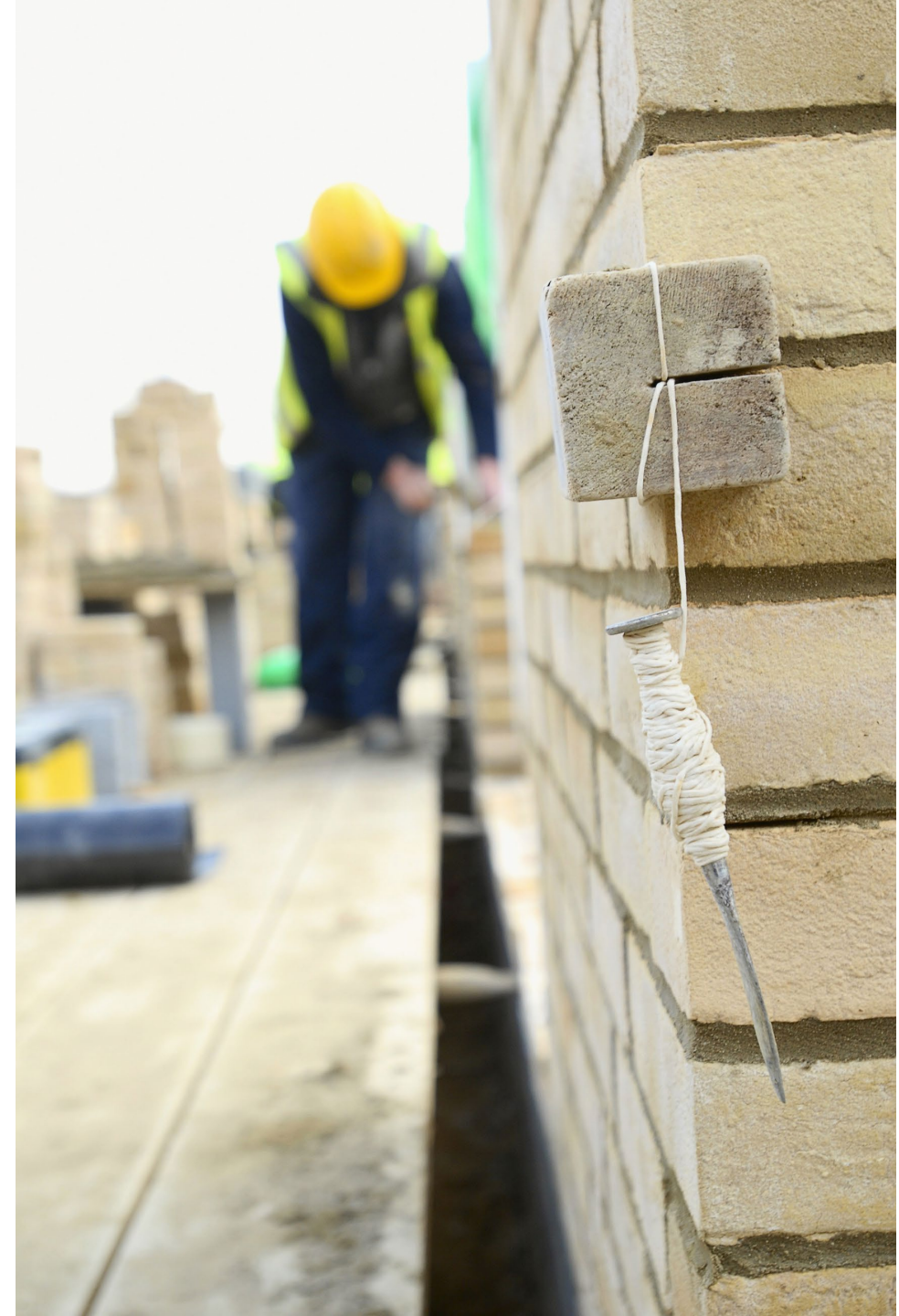
Agenda

- **SAP in the Industry**
- **Industry Trends**
- **SAP's Industry Strategy and Industry Cloud**
- **How to act on Strategic Priorities**
- **Summary**



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SAP solutions for 28 different industries

Aerospace and Defense
Automotive
High Tech
Industrial Machinery

Airlines
Engineering & Construction
Media
Professional Services
Sports & Entertainment
Telecommunications
Travel and Transportation

Defense and Security
Future Cities
Healthcare
Education and Research
Public Sector

Chemicals
Mill Products
- Building Materials
Mining
Oil and Gas
Utilities

Banking
Insurance

Consumer Products
Fashion
Life Sciences
Retail
Wholesale Distribution

Industry Business Unit
is the only organization
with global responsibility
for an industry segment



- Advisory Councils
- Solution Architecture
- Thought Leadership
- Partner Engagement
- Global Roll-Out
- Business Analysis
- Events and Communities

Building Materials Reference Customers by Segment

Bathroom / Sanitaryware



Lumber / Construction Wood



Cement / Concrete / Agg.



Flooring / Roofing / Wall



Windows / Doors



Insulation / Architectural Glass



Pipes / Fittings / Fasteners



Refractories

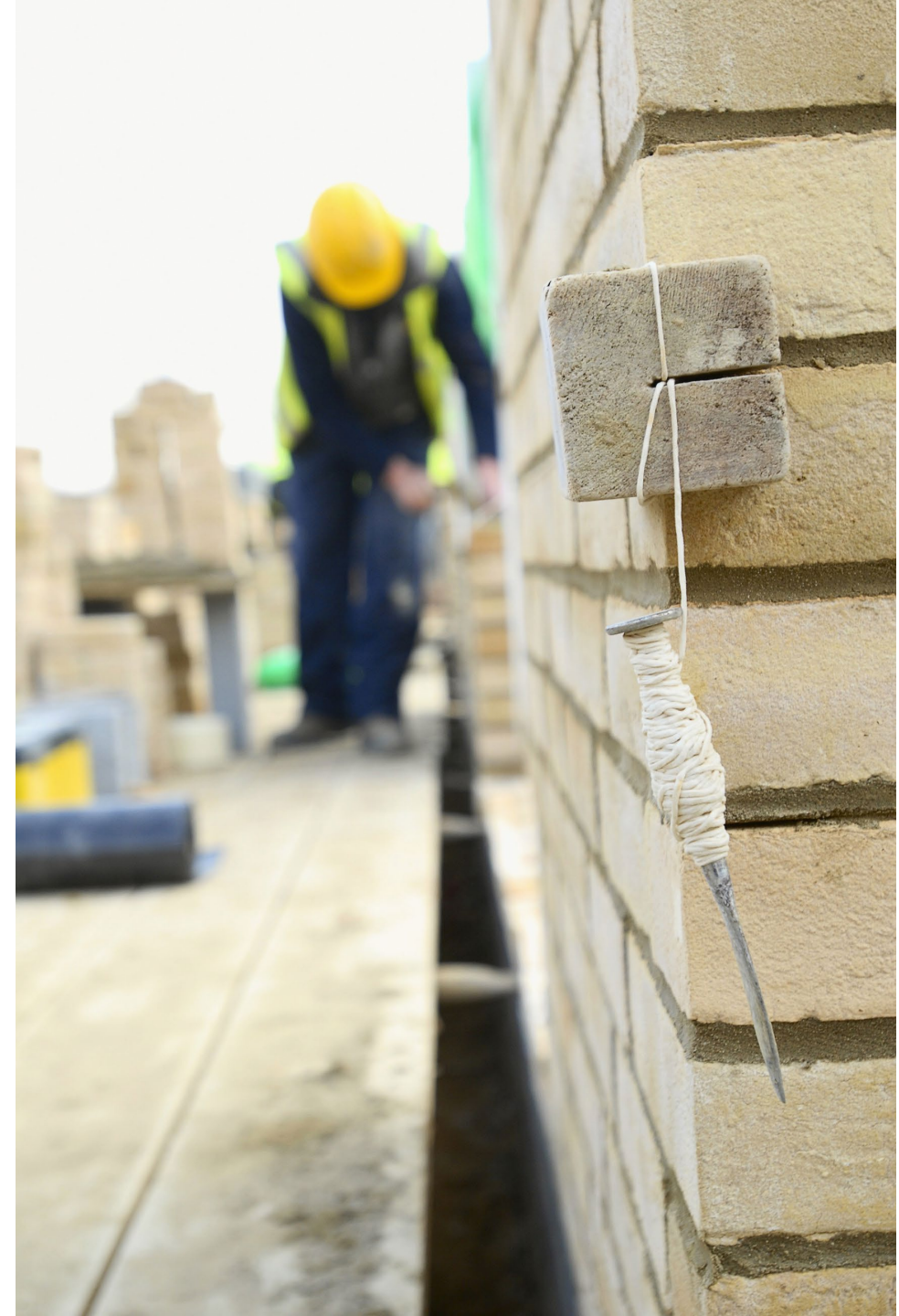


Gypsum



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- **Summary**



What's going on in the industry?

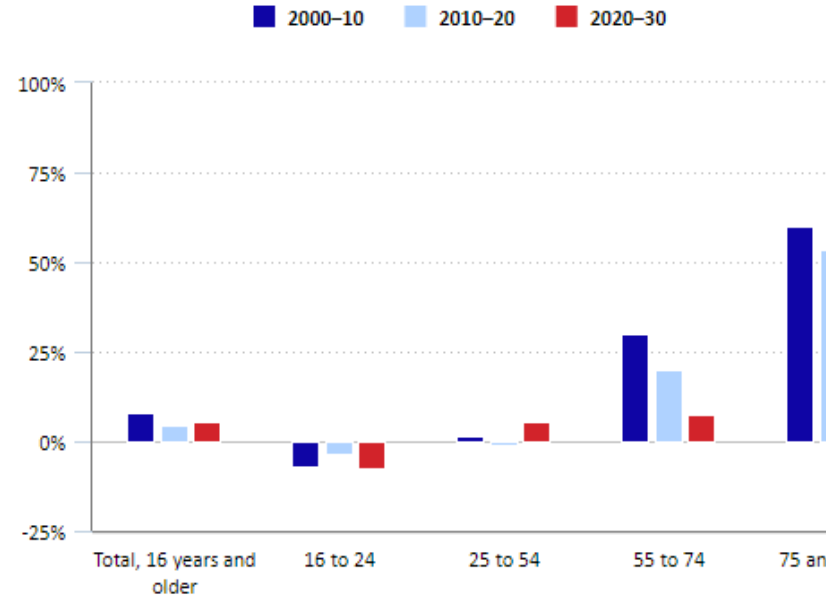
Ongoing Supply-Chain Issues to Constrain US Building Product Sales

Fri 17 Sep. 2021 - 12:11 ET



68% of the world population projected to live in urban areas by 2050, says UN

Percent change in civilian labor force by age, 2000–10, 2010–20, and projected 2020–30



Frequency and Cost Impact of Top Causes of Certainty

TOP FACTORS	INDEX (1-100)
Owner-Driven Changes	84
Design Omissions	59
Construction Coordination	53
Unforeseen Conditions	51
Design Errors	50
Accelerated Schedule	38
Contractor Caused Delays	37

Home > Blogs > Disruptive technologies in the new age of construction

BLOGS

Disruptive technologies in the new age of construction

By Sidharth Verma - 05/22/2020 4 Minutes Read



Buildings are responsible for almost 40% of European energy demand. Over the last 10 years, their energy consumption has fallen by 14%, in large part due to improving efficiency.

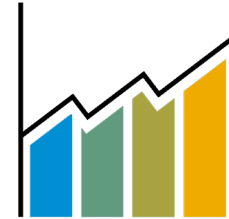
... Leading to strategic priorities in the building materials industry



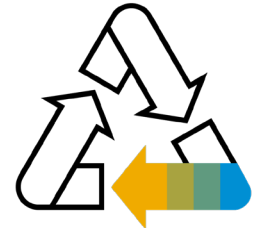
**Delivering
superior customer
experience**



**Connecting and
automating the
enterprise**



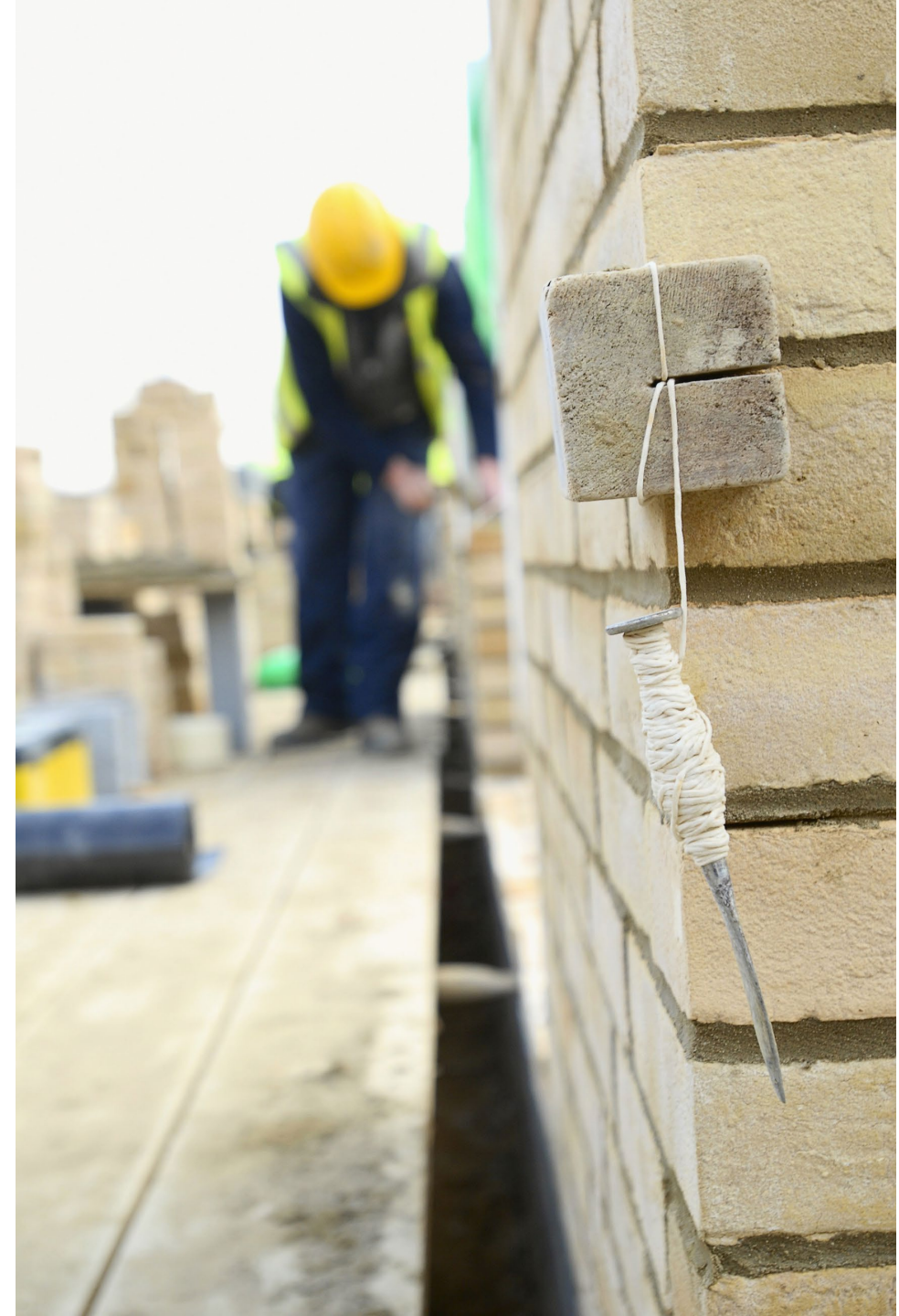
**Supporting
enhanced
business models
and value-added
services**



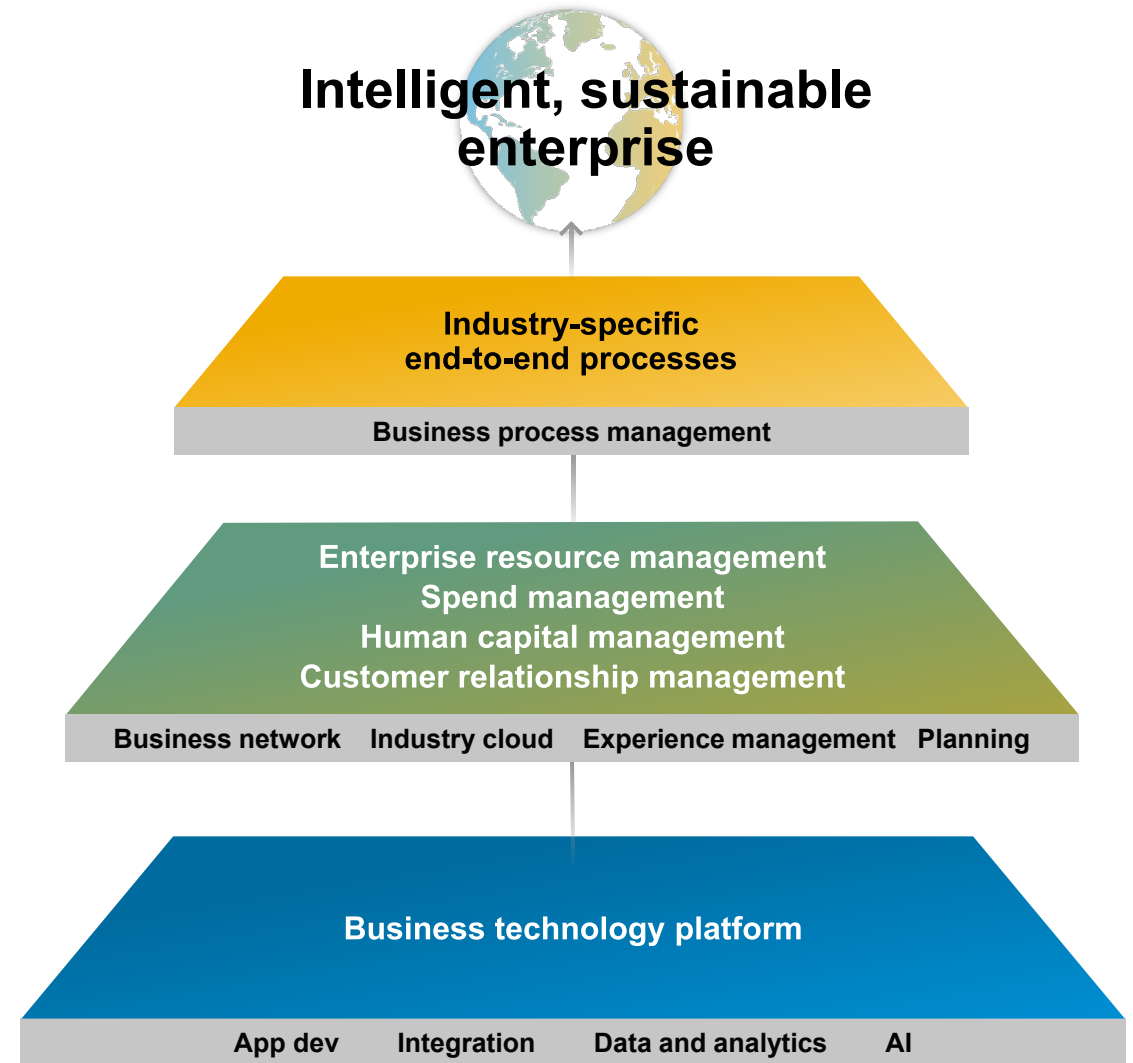
**Building a
responsible and
sustainable
business**

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Enable every enterprise to become an **intelligent, sustainable enterprise**



SAP's Industry Cloud Solutions

Deliver differentiation with innovations

For **all areas** of the business, in **every industry**



Built by SAP and by its Partners



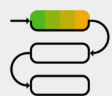
Interoperable and cloud native



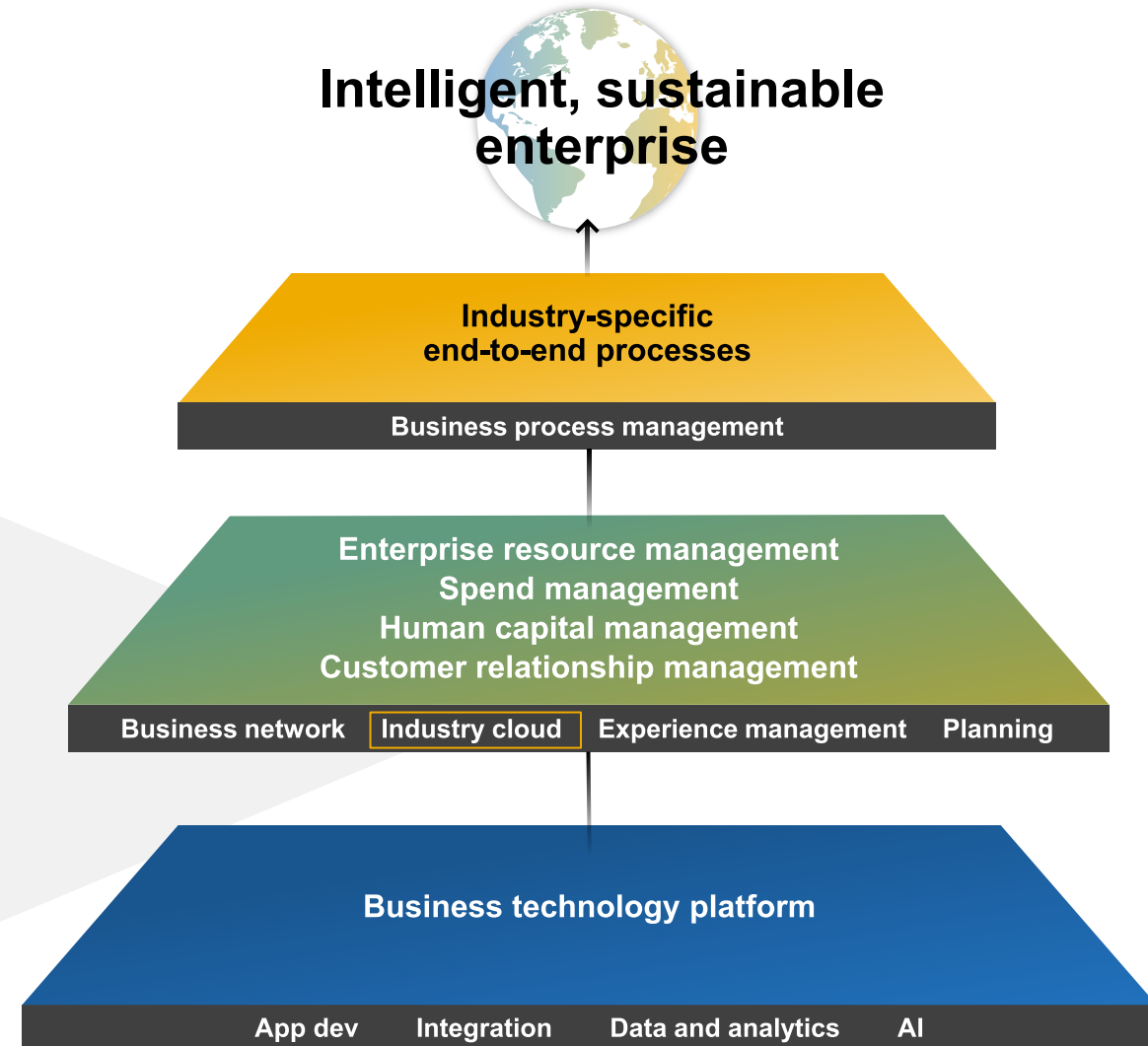
Business applications, not just technologies



Extend SAP's intelligent suite

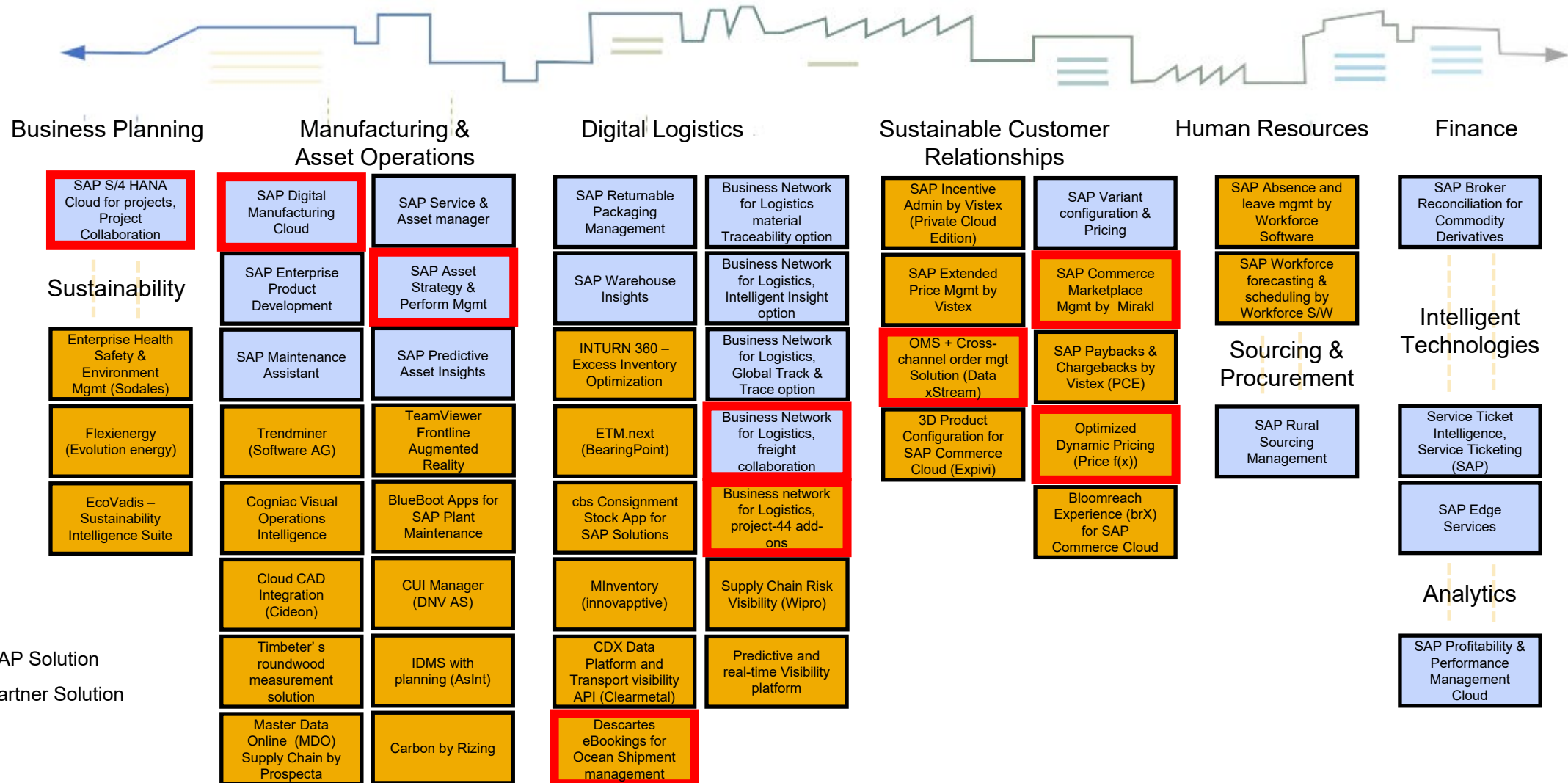


Optimize, extend and transform core business processes



Industry Cloud SAP & Partner Solutions

Mill Products



SAP Solution
 Partner Solution

SAP Product & Solution Roadmap Explorer

Industry Cloud Solutions for Mill Products

Filter by portfolio clusters, partner names, industry...

50 Solutions

PARTNER SOLUTION

AIHOM Cloud for Custom Furniture

by AIHOM Cloud Technology Co., Ltd.

Fully integrated application improves the efficiency of order processing. The application was specially developed for the custom furnishing industry. It is built on SAP BTP and enables a seamless integration with 3D design software, order-splitting software, SAP S/4HANA Cloud PE, SAP Marketing Cloud, and third-party MES to improve the efficiency of order processing.

CRM and Customer Experience +2

[Open in SAP Store](#)

SAP SOLUTION

SAP Asset Performance Management

by SAP

SAP Asset Performance Management strategy and asset health capabilities integrated with SAP S/4HANA to help customers increase asset reliability and reduce maintenance costs.

Financial Management +11

[View Roadmap](#)

PARTNER SOLUTION

Intelligent Resource Efficiency Solution

SAP SOLUTION

SAP Broker Reconciliation for Commodity

SAP SOLUTION

SAP Complaint Handling

Mill Products

Adopting a circular economy benefits the planet, economy, and companies

Mill products companies must deliver profitable growth without over-exploiting the environment by running collaborative supply chains, optimising manufacturing, and offering best-in-class customer experiences.

[View full Road Map](#)

Road Map Priorities

Process automation by applying intelligent technologies on the SAP platform

Intelligent Enterprises are integrated enterprises that use data to feed their intelligence. Companies can become Intelligent Enterprises by integrating data and processes, and by using technologies such as advanced analytics, blockchain, and robotic process automation. Through these technologies they can gain a deeper understanding of

[Roadmap Explorer](#)

SAP Store – (store.sap.com)

Mill Products & Mining Industry Cloud Solutions

The screenshot shows the SAP Store interface. At the top, there is a navigation bar with the SAP logo, 'Store', and a 'Browse' menu. A search bar contains the text 'Search by Solution, Publisher, Keyword'. To the right of the search bar are icons for help, shopping cart, user profile, and language (EN). Below the navigation bar, there are filter options: 'Category', 'Industry 2', 'Works With', 'Solution Type', 'Publisher', 'Certification', and 'More Filters'. Under the 'Industry 2' filter, there are two active filters: 'Mill Products' and 'Mining', with a 'Clear All' button. The main content area displays three product cards:

- SAP Integrated Business Planning starter edition - non-production**: Evaluate supply chain planning in the cloud with SAP IBP. SAP Product.
- SAP Enterprise Product Development**: Reimagine innovation with product development in the cloud. SAP Product **Free Trial**.
- SAP Digital Manufacturing Cloud for Insights**: Boost manufacturing performance with integrated cloud MES and analytics. SAP Product.

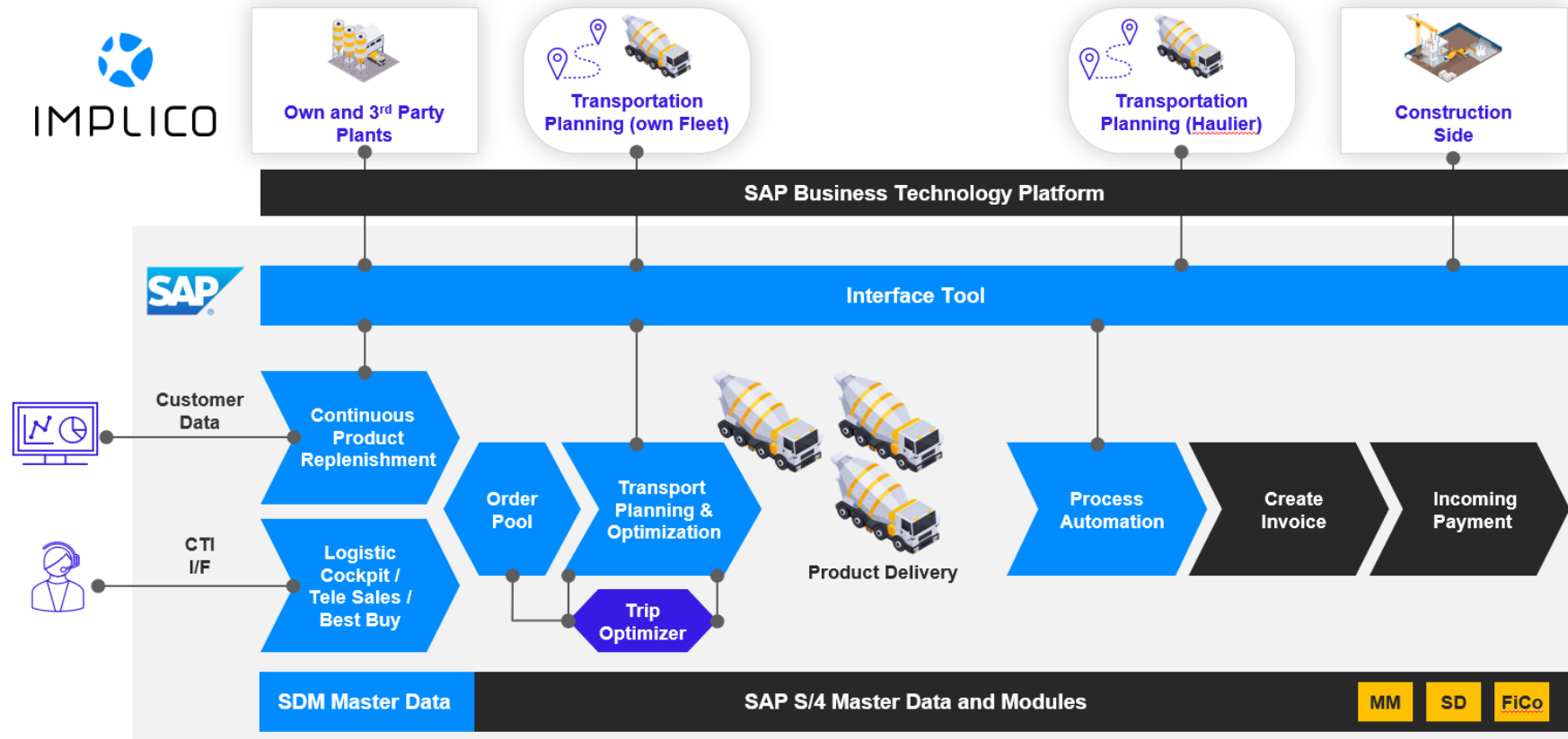
[Mill Products & Mining – Industry Cloud Solutions](#)

Co-Innovation topic for Ready-Mix Concrete

Planned
Subject to be changed

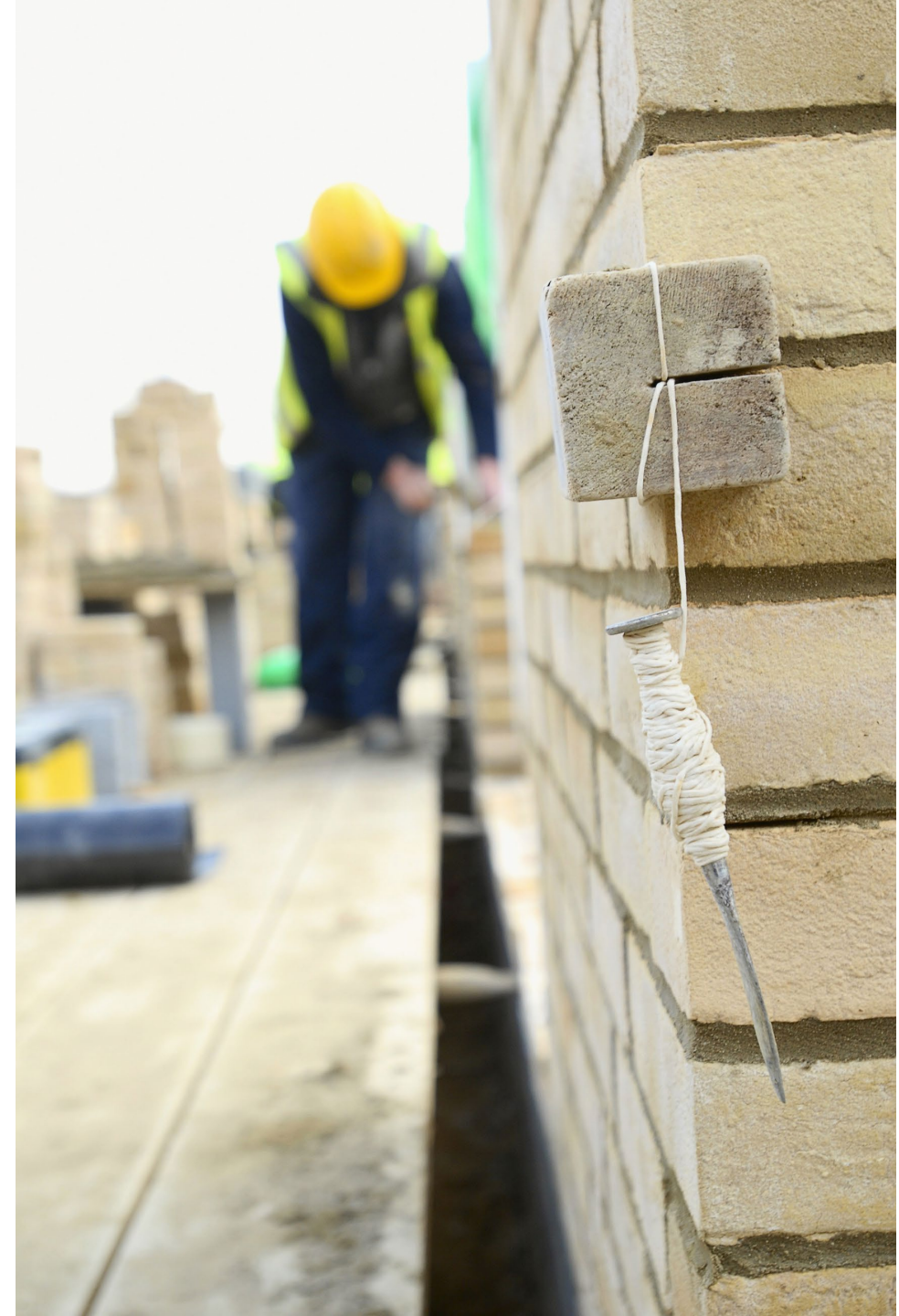
The Product SAP SDM is 80% Complete for the Ready-Mix Industry

Specific View on the Order-to-Cash Process for the Ready-Mix Industry



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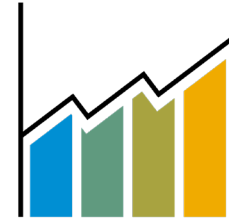
... Leading to strategic priorities in the building materials industry



**Delivering
superior customer
experience**



**Connecting and
automating the
enterprise**



**Supporting
enhanced
business models
and value-added
services**



**Building a
responsible and
sustainable
business**

Delivering a superior customer experience



Best Practices

- Omnichannel presence
- Sales Force Automation
- One-stop-shop
- Customer portal
- Advanced customer service

- Sales Cloud
- Commerce Cloud
- Service Cloud

Next Practices

- B2B2C and B2C scenarios
- Integrated Point of Sales and order entry system
- Sellig solutions
- Collaborate with business partner on innovative solutions

- Configure Price Quote
- OMS+ (dataXstream)
- Intelligent Product Design

Vertical Edge

- Phygital Experience (AR/VR)
- Flexible/Dynamic Pricing
- Marketplace strategy

- Mirakl
- PriceFX



Connecting and automating the enterprise



Best Practices

- Basic Industry 4.0 (connecting Shopfloor and Enterprise w/o ML/AI)
IT/OT convergence
- Preventive Maintenance
- Supply chain visibility

- Manufacturing Exec. Mgmt
- Asset Management
- Supply Chain Control Tower

Next Practices

- Advanced Industry 4.0 (Big data with ML/AI) -> predictive processes
- Digital Twin of asset
- Customer/Supplier collaboration

- Digital Manufacturing Cloud
- Asset Performance Mgmt
- Ariba Supplier Collaboration
- Logistics Business Network

Vertical Edge

- Fully automated shopfloor activities with zero-touch processes
- Energy tracking per item/unit
- End2end business networks

- EWM robotics
- Product Footprint Mgmt
- Sustainability Control Tower



Supporting enhanced business models and value-added services

Best Practices

- Expand offering with service
- Include 3rd party products into product catalogue
- One-stop-shop

- Commerce Cloud

Next Practices

- Offer solution instead of product bundle/prefabrication
- Offer consumption-based pricing models

- Billing and Revenue Innovation Mgmt

Vertical Edge

- Extend solution offering with software
- 3D printing
- Be a platform provider (marketplace)

- Business Technology Platform
- Mirakl



Building a responsible and sustainable business



Best Practices

- Meet global obligations
- Deep transparency into financial & non-financial data
- Full compliance with integrated, auditable, and real-time reporting

- Analytics Cloud
- Digital Manufacturing Cloud
- S/4 EHS
- Quality Management

Next Practices

- Make processes sustainable & gain efficiencies
- End-to-end solution portfolio, embedded within key processes
- Address circular business models
- Reduce carbon footprint and waste through the entire value chain

- Product Footprint Management
- Sustainability Control Tower

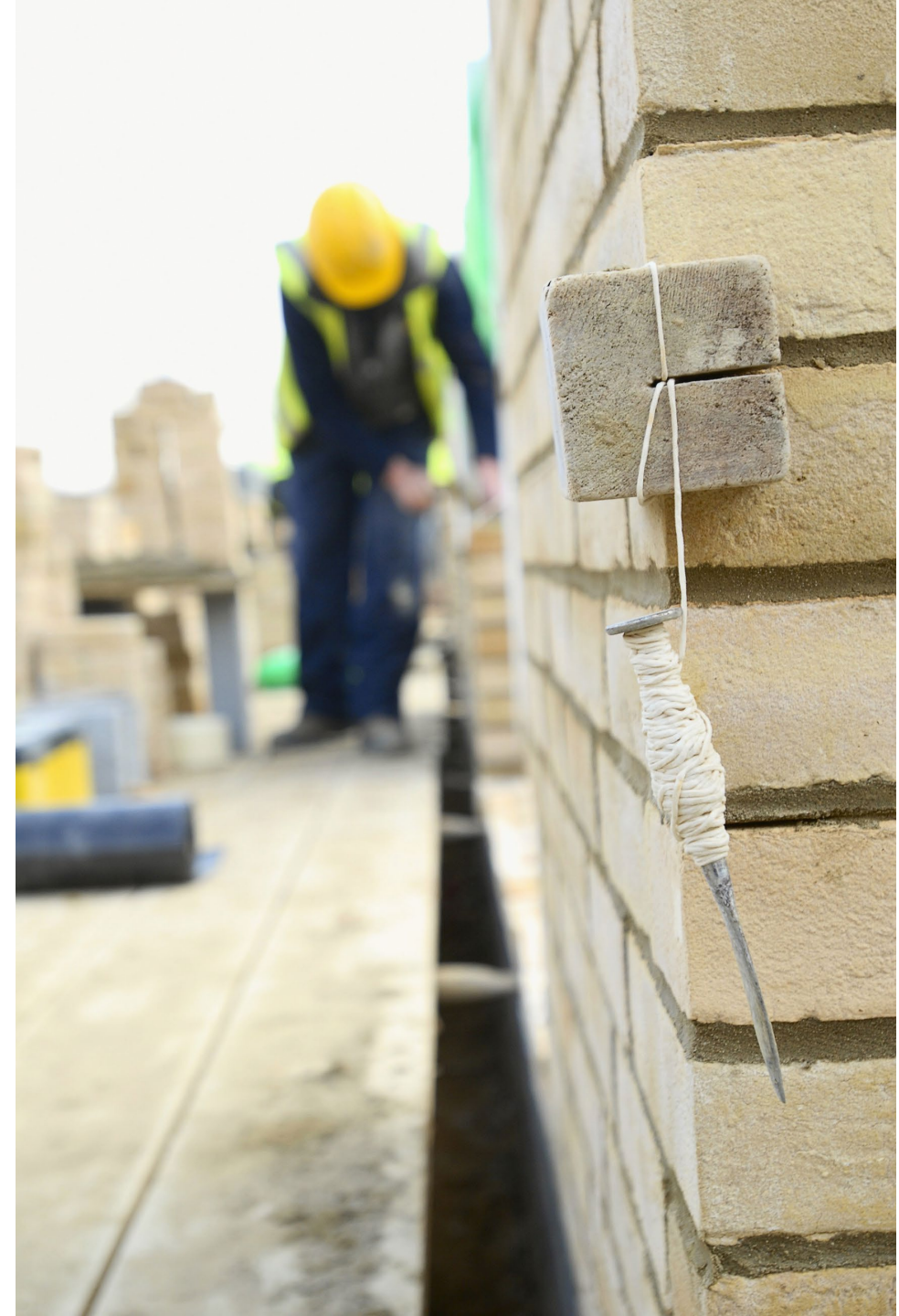
Vertical Edge

- Create sustainable, circular products, services & business models
- Gain insights into impact of products / solutions through the complete life-cycle

- Product Lifecycle Management
- Green Token

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Key Take Aways

- ✓ SAP team and solutions for Building Materials industry
- ✓ Innovations for the Building Materials industry in the cloud
- ✓ Driving value and supporting strategic priorities of customers in Building Materials
- ✓ Network and events for the Building Materials industry



SAP Customers & Partners at the Conference

Building Materials

Conference Day 1

Wednesday 28 September, 2022

11:50 - 12:20	Taking Industry 4.0 to New Heights with Insight from Arpa Industriale
12:25 - 12:55	Right On Time: Smart and Automated Ready-Mix Logistics – Powered by SAP
14:30 - 15:00	How Votorantim Cimentos Simplified Processes to Provide Best-in-Class Customer Service Using SAP Commerce Cloud Building Materials
15:05 - 15:35	Implementing Complex Order Processes at Pacific Coast Supply with OMS+
16:30 – 17:15	Customer Keynote Panel Discussion: Collaboration and Business Networks - Catalysts for Innovation and Sustainability?

Conference Day 2

Thursday 29 September, 2022

11:00 - 11:30	Learnings From an Industry Leaders' Pragmatic ERP Conversion to SAP S/4HANA 2021 (Geberit)
11:35 - 12:05	Driving Digital Transformation at Nuvoco Vistas
12:10 - 12:40	Leveraging Digital Tools to Build a Reliability Centered Maintenance Model Through SAP Work Manager (CEMEX)
14:00 - 14:30	Vitramax - More than Digital Transformation (Eczacıbaşı Building Products)
14:35 – 15:05	URSA Customer Experience Journey – How to Build Harmonized Business Processes with a 100% Cloud Standard Solution
15:30	Closing Keynote Panel Discussion

Thank You!



Folkert Haag

Global Co-Lead for the Building Materials Industry
IBU Mill Products & Mining

SAP SE

T +49 (6227) 7 60759

M +49 (151) 16 80 98 18

E folkert.haag@sap.com



Ursula Grün

Global Co-Lead for the Building Materials Industry
IBU Mill Products & Mining

SAP SE

T +49 (6227) 7 45490

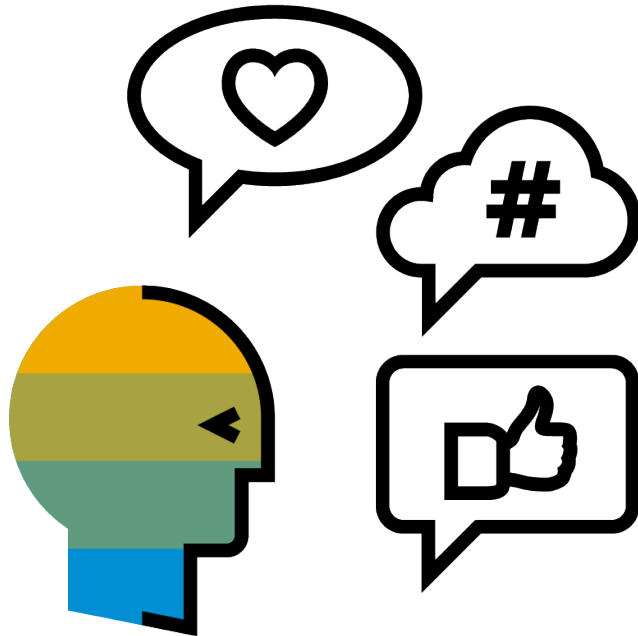
M +49 (171) 3 363 606

E Ursula.gruen@sap.com

Join the SAP Mill Products & Mining community



<https://podcast.opensap.info/building-materials-insights/>



<http://scn.sap.com/community/mining-and-mill-products>



<http://www.linkedin.com/groups/SAP-Mill-Products-Mining-Group-4532949>



<http://twitter.com/SAPMillMining> @SAPMillMining

Important Information Sources

White Papers



Strategic Positioning Paper

- [Digital Transformation in Building Products](#)
- [S/4HANA in Building Products](#)
- [Industry 4.0 – SAP Point of View](#)

Video, Podcast

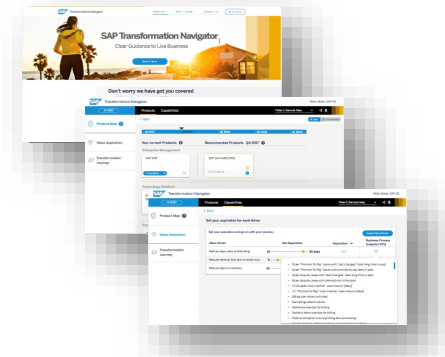


Digital Transformation for Building Products

The Industry Story

- [TED talk for Building Products](#)
- [S.M.A.C podcast Building Products](#)

SAP Transformation Navigator & Tools



Self-Service Transformation Navigator

- [SAP Transformation Navigator](#)
- [SAP Simplification List 1709](#)
- [SAP Best Practices Explorer](#)

SAP Industry Vision incl. BIM (building information modelling), concrete cloud and smart contracts



- [Next Generation Business Processes for Building Materials](#)