



Cross-Industry Panel Discussion: Next-Generation Supply Chain Planning

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SAP Integrated Business Planning: Customer Statistics

28
Industries
Using IBP



2
Days
Between new IBP
customers



\$3
Trillion
In value planned with IBP



10
Out of 25
Gartner top supply
chains use IBP



850+
Companies
Use IBP



62
Countries
With IBP Customers



8555
Forecast
Algorithms
Run on IBP each day



10000
Average Users
Access IBP each day



~125
Enhancements
Delivered from Customer
Influence Programs



4803
Tenants
Supported by SAP Cloud
Operations



230
Inventory
Optimization
Runs on IBP each day

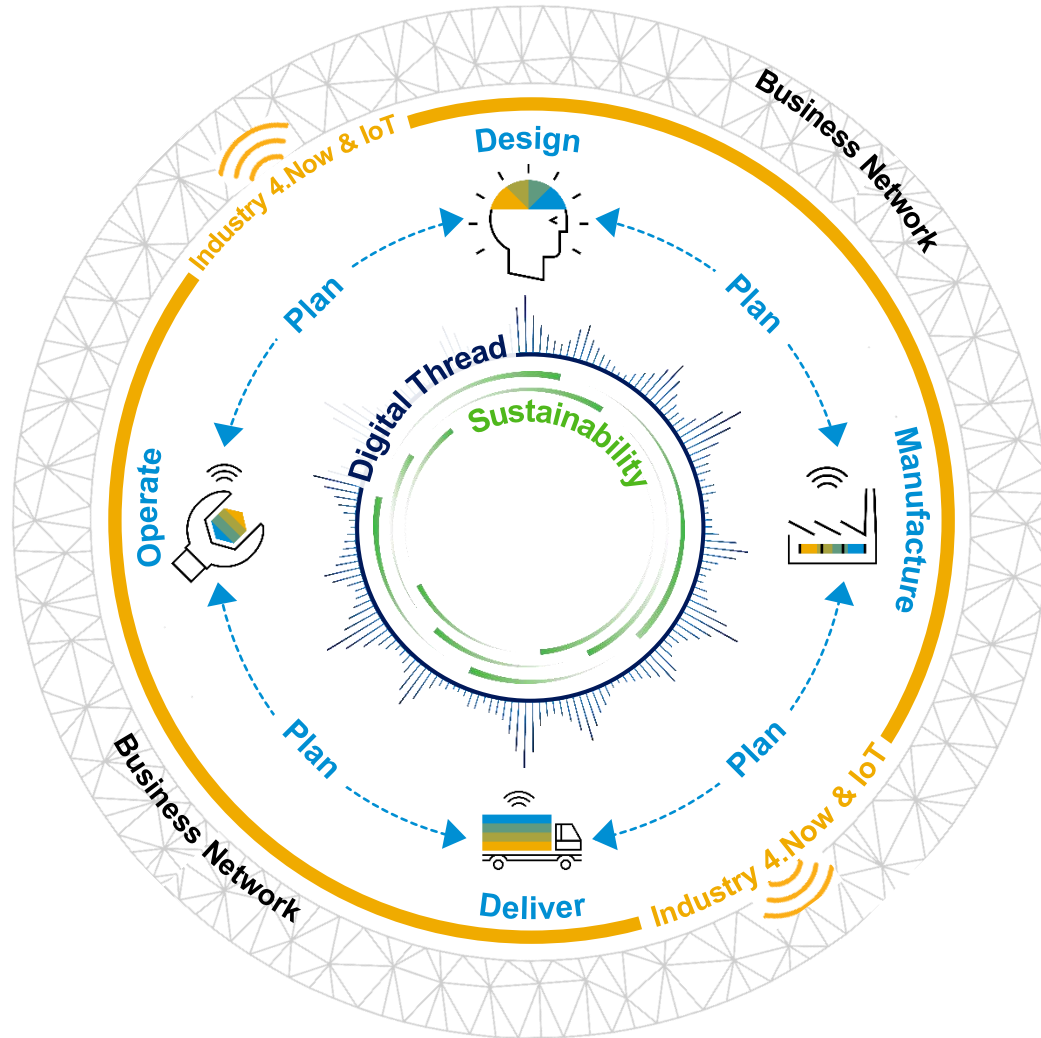


3358
Supply Planning
Runs on IBP each day



Digital Business Planning

Imperative for every company to support **resiliency**



Synchronized Planning

Planning as a continuum across the supply chain

Industry 4.Now

Automate for productivity

Business Network

Connect for next-level business collaboration

Sustainable Supply Chain

Circular Economy for zero waste

SAP Digital Business Planning Platform

Connect strategic and operational planning with real-time visibility and execution

Digital Business Planning

SAP Integrated Business Planning (IBP)

Supply Chain Execution

SAP S/4HANA

- Leverage proximity to core for transactional planning and scheduling
- **Production Planning & Detailed Scheduling**
- **Available to Promise**

Value Chain Network Planning

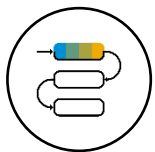
SAP Integrated Business Planning (IBP)

- Real-time scenarios and analytics
- Flexible modeling / aligned with financials
- Synchronized planning with intelligent visibility

Supply Chain Collaboration

SAP Business Network

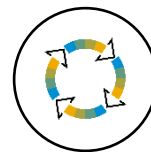
High scalability with access to trading partners for collaborative planning and execution



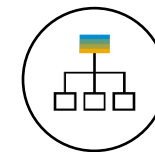
Process Interoperability



Common User Experience



Common Data Model



Common Platform



Kelli Lyman

Ingevity

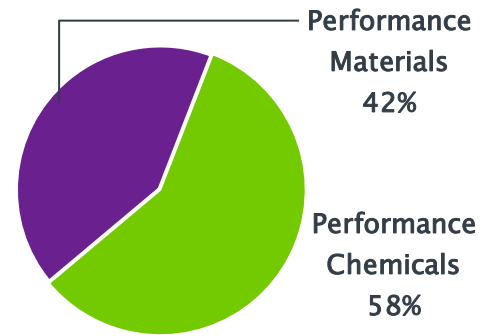
IBP Implementation Lead

Who We Are

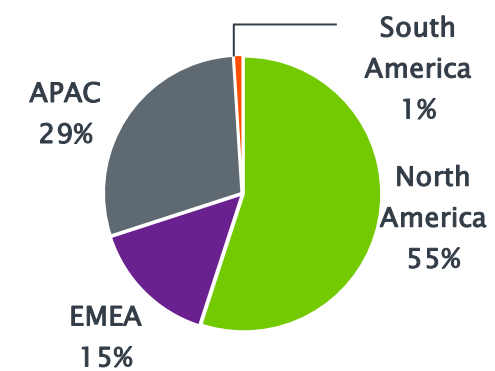
- A leading global provider of products and technologies that purify, protect and enhance
- Reporting segments are:
 - **Performance Chemicals**, comprised of specialty chemicals and engineered polymers
 - **Performance Materials**, which includes high-performance activated carbon
- Creating high-value added products from renewable raw materials

2020 Revenues	\$1.216B
2020 Combined Adj. EBITDA	\$397.9M
Total Employment	~1,750
Manufacturing Sites	9
Technical Centers	6
Principal Offices	10
Countries	75

2020 Revenues by Segment

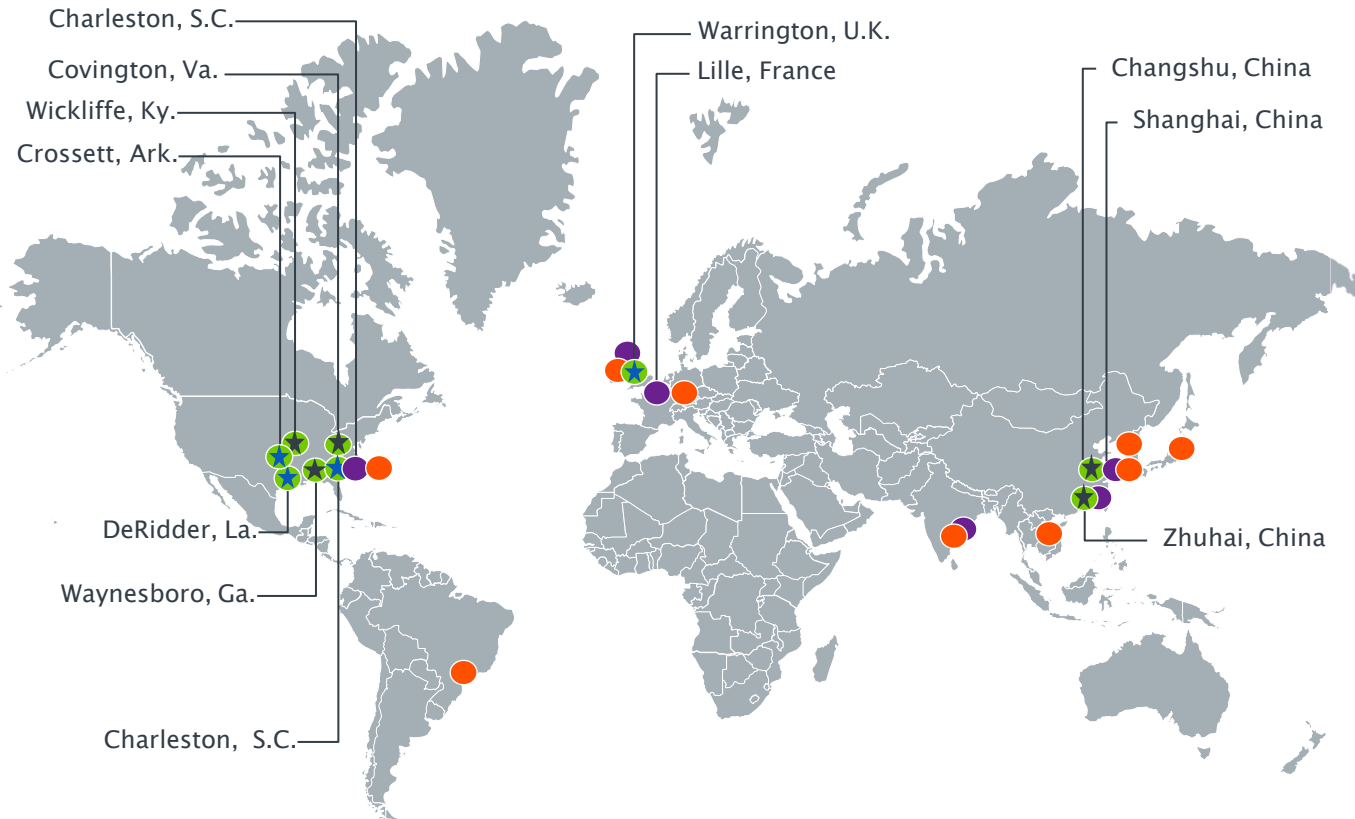


2020 Revenues by Geography



Source: Company information

Our Global Presence

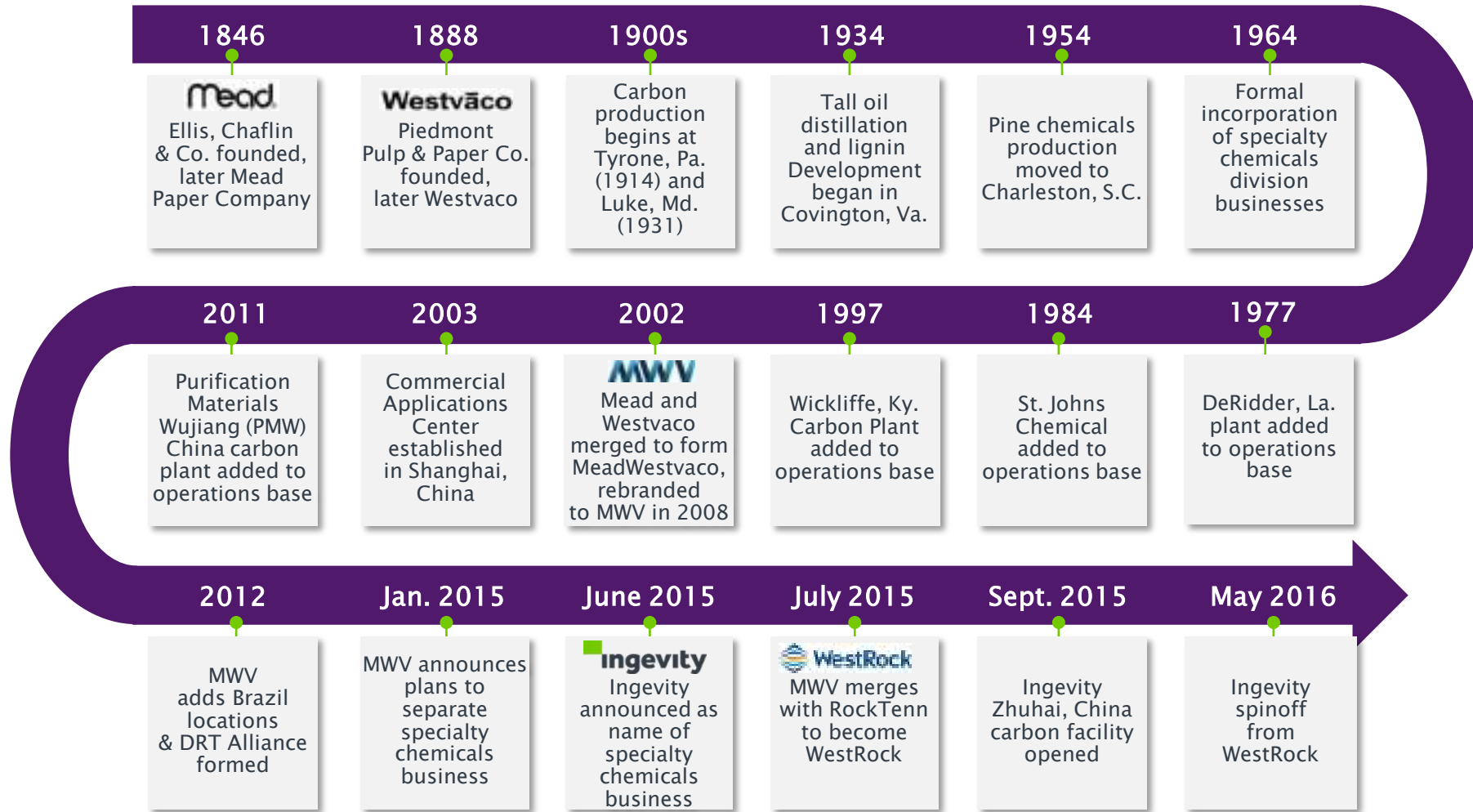


● Manufacturing ● Technical ● Administration and Sales ★ Performance Chemicals ★ Performance Materials

Headquartered in North Charleston, South Carolina, and operates manufacturing and technical facilities in the United States, Europe, Brazil and China

Source: Company information

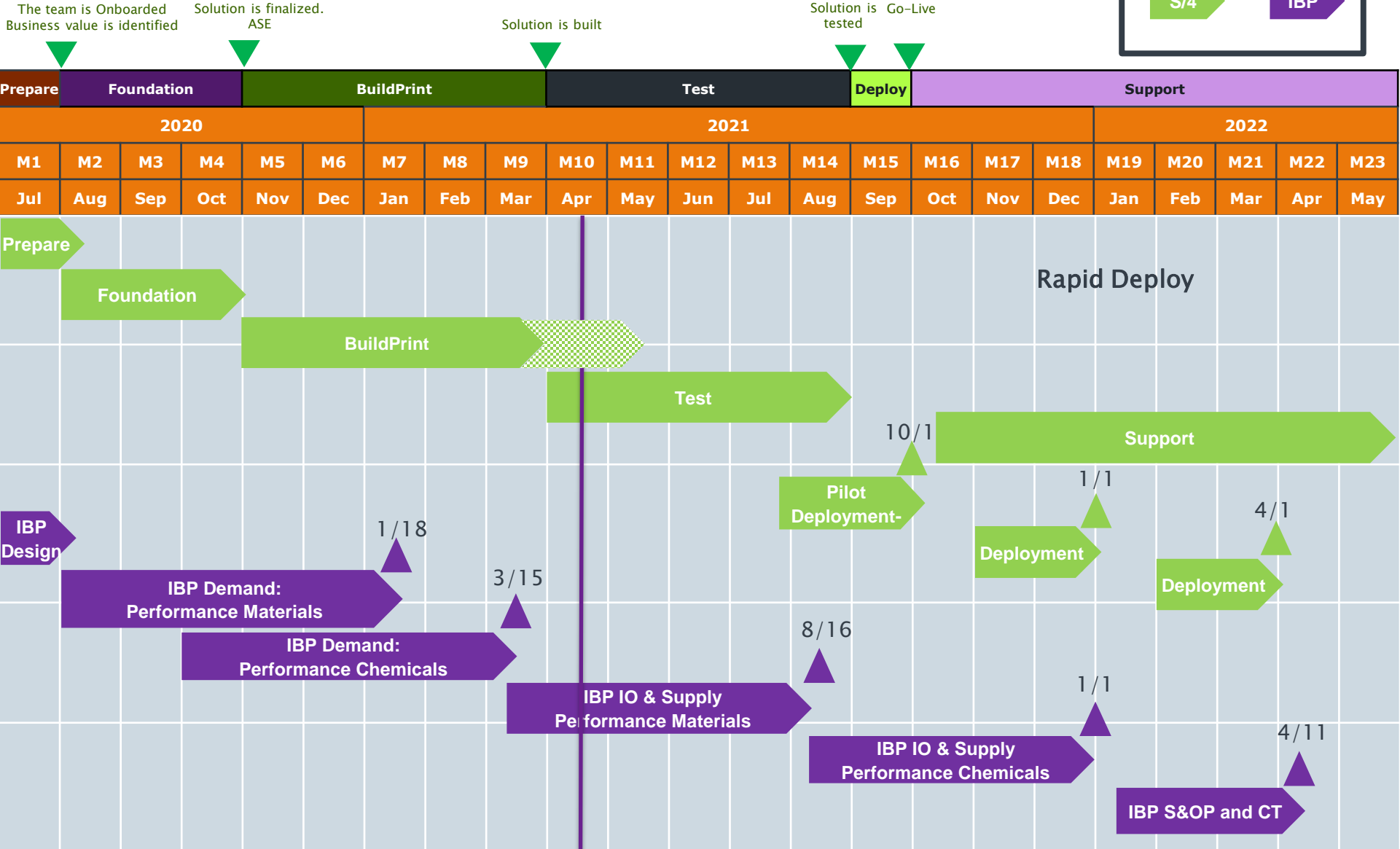
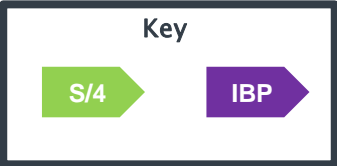
Our History



Source: Company information



Project Mosaic Deployment



We are here



Chandan Sinha
Jindal SAW
CIO

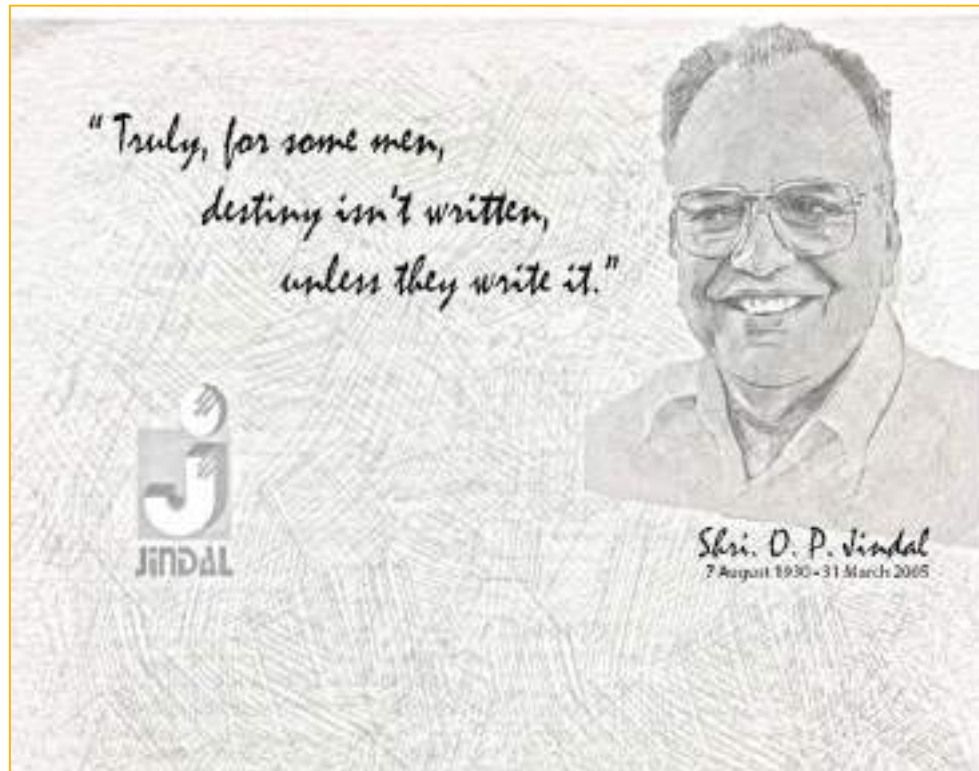
Transforming Supply Chain of Pipe Products using Integrated Business Planning Systems

Jindal SAW Limited
P.R.Jindal Group
(India, UAE & USA)



Chandan Sinha
(Chief Information Officer)
Supply Chain Panel – Apr 27th, 2021

O P Jindal Group



Mr. Prithavi Raj Jindal



- ✓ **Saw Pipes**
Largest line pipe producer in India and 2nd largest in Asia (excluding China)
- ✓ **Ductile Iron Pipes**
One of the largest player in DI pipes, manufacturing facilities in India, UAE and Europe
- ✓ **Seamless Pipes**
Among major player in Seamless pipes segment in the Country
- ✓ **Iron Ore & Pellet**
Fully Integrated facility at Mine Head for Beneficiation, Pellet and Steel in Bhilwara (Rajasthan)



Mr. Sajjan Jindal



- ✓ **Crude Steel**
- ✓ **Flat Products**
- ✓ **Long Products**
- ✓ **Coated Products**
- ✓ **Coal & Gas based Energy**
- ✓ **Cement**



Mr. Ratan Jindal



- ✓ **Stainless Steel**
- ✓ **Ferro Alloys**
- ✓ **Flat Products**



Mr. Naveen Jindal



- ✓ **Crude Steel**
- ✓ **Flat Products**
- ✓ **Long Products**
- ✓ **Sponge Iron**
- ✓ **Ferro Alloys**
- ✓ **Energy**
- ✓ **Iron Ore Mines**
- ✓ **Pellets**

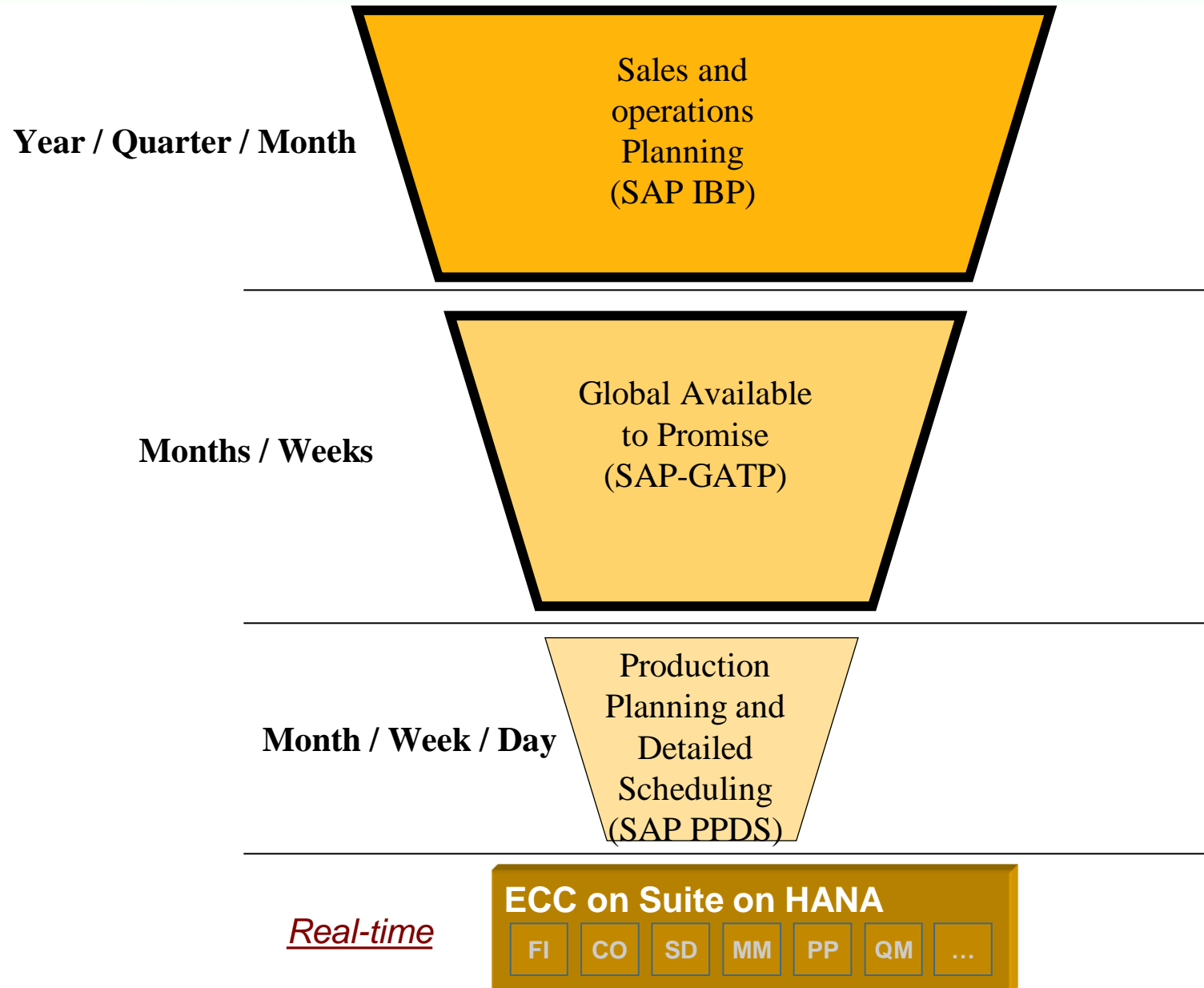
O. P. JINDAL GROUP has a turnover of USD 25 billion and asset base of USD 40 billion with total work force of 92,000 people

Supply Chain Management – Project Objectives

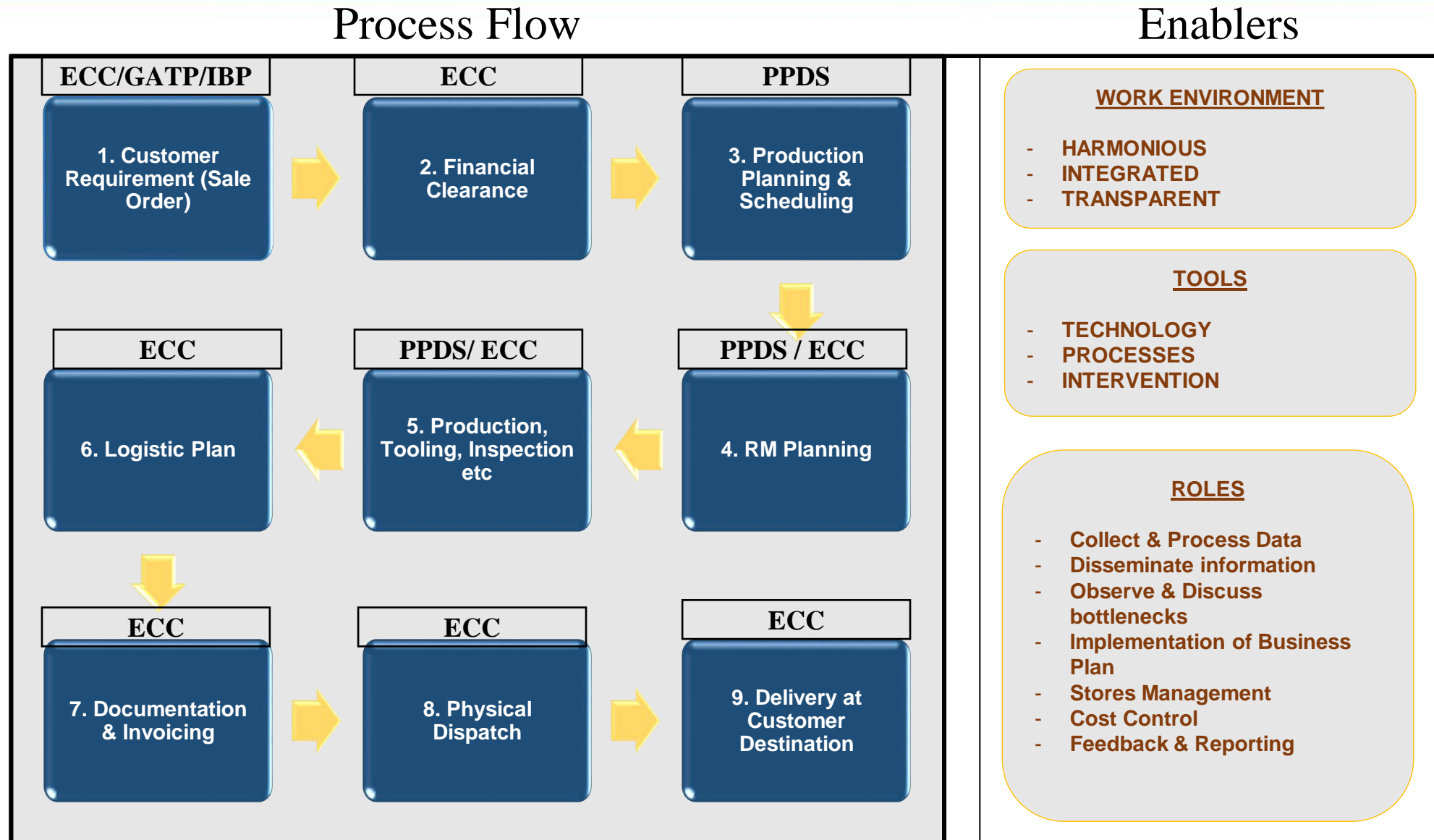
- ④ **Business / Sales Plan** – Finalization, Review and Modification with various dimensions
 - Business Vertical (Seamless, Stainless etc.)
 - Time Period (Year, Quarter and Month)
 - Customer Category (Export, Domestic, Geography, Zone etc.)
 - Sales Group (PSU, OEM, Trader etc.)
 - Product Family (Hot Finish, Cold Finish, API)
 - Product Segment (Bearing, Hydraulic Cylinder, Alloy Boiler etc.)
 - Customer level
- ④ **Promise date for Made-to-Order**
 - Sales Team to commit Order Delivery Dates at the time of confirming an Order
 - This requires backward Planning with time-to-produce and lead times etc
 - Finished Goods → SFG → Raw Material
 - Netting off free Material Availability (FG, SFG at all levels and RM)
 - Available Capacity, Alternate Routings
 - RM procurement lead time

- ④ **Sales Order – Approval Process**
 - Marketing Head
 - Quality
 - Finance
- ④ **Post order Production Planning process**
 - Generate Planned Order for FG, SFG at all levels
 - Alerts if RM not available → to raise PR & PO
 - Production Plan visibility on planning / Dash Board
 - Planned Order assignment based on raw material availability.
 - ***Billet Cut / Coil Slitting Optimization***
 - Tracking of Production through a Pipe Tracking System
 - As per routing
 - For Each Cluster of Work Centre
 - Recording of Prime, Rejects and Scrap
 - Declaring Inventory (SFG, FG) basis
 - Quality Inspected/pending

Solution components for Supply Chain Management – SAP APO

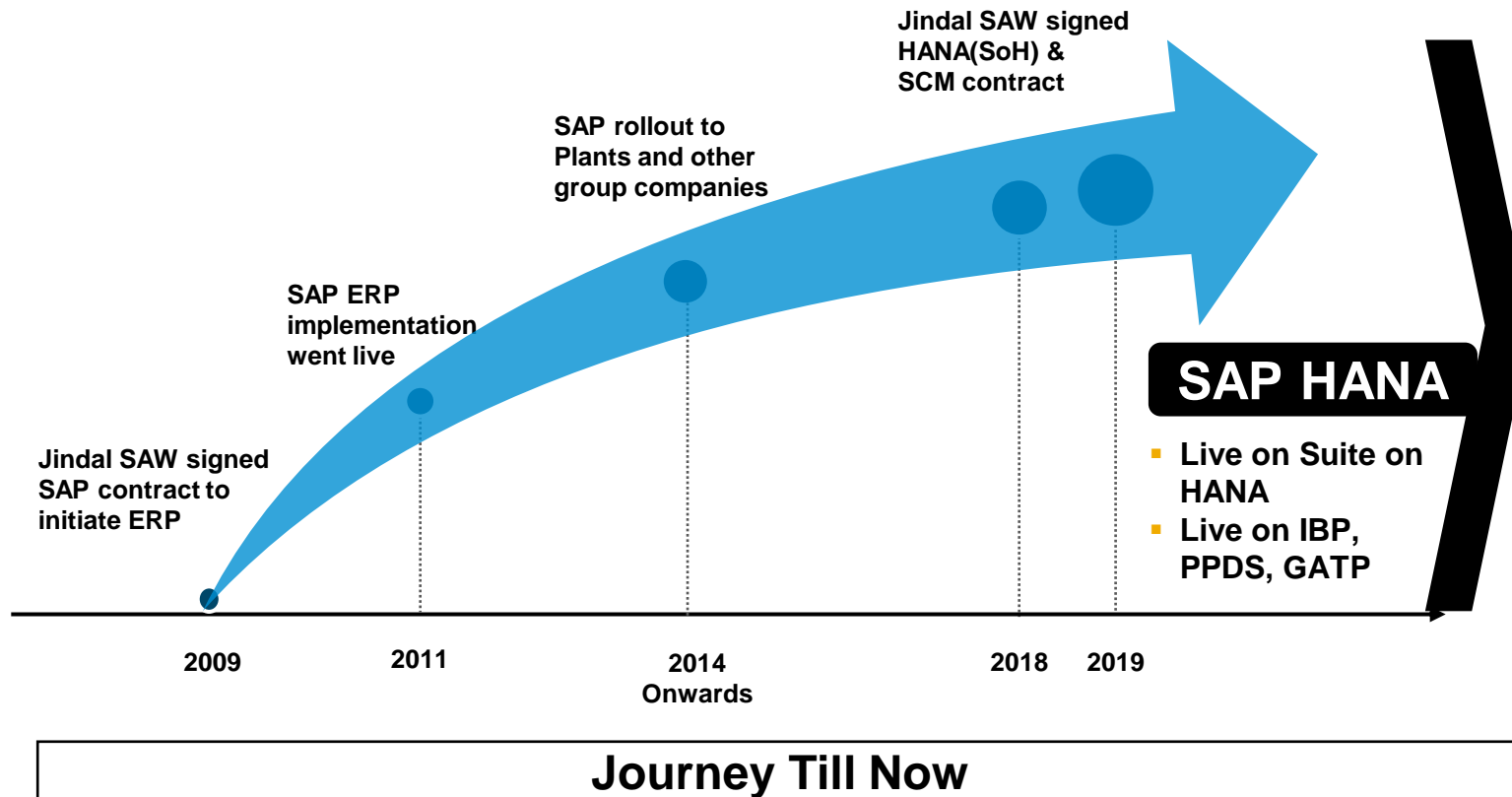


SCM Workflow and Mapping with SAP solutions



Customer Order wise Real Time Tracking of PR – PO – WIP – FG – Balance to Deliver

Digital Transformation Journey with SAP and way forward



Analytics Initiative

SCM Roll out to other businesses and shift to next maturity level

Plan to deploy S/4 HANA

Build further on Supply chain foundation

Next phase of digital Journey

Thank you! The next segment is our panel discussion.
