



KRYPT SUPPLY CHAIN
pre-packaged solutions

AGENDA



- About Krypt
- Krypt SAP Transportation Management Pre-packaged Solutions
- Krypt SAP Integrated Business Planning Pre-packaged Solutions
- Krypt SAP Extended Warehouse Management Pre-packaged Solutions

ABOUT KRYPT



As a global boutique consulting company, Krypt has been providing customers with the highest quality Global Trade & Supply Chain Solutions since 2008.

 SAP Services Partner Since 2008

EXPERTISE



Warehouse Management



Transportation Management



Supply Chain Planning



Global Trade Services

INNOVATION



Artificial Intelligence



Integrations



Custom Solution Development



Blockchain

THOUGHT LEADERSHIP



Resources



Authored 8
SAP Books



100 + White
Papers



Customer
Case Studies



Weekly
Blog Posts

Events



Live & On-
Demand
Webinars



Speaking
Engagements &
Industry Events



Annual Event
in US & EU



Internal Innovation
Events

KRYPT PRODUCTS- INNOVATION



KRYPT AI (KAI)

Artificial intelligence for Supply Chain & Global Trade tasks



KRYPT UX

Leveraging Fiori and Personas to improve usability and simplicity



KRYPT CONNECT

Connecting your SAP Solutions regardless of your ERP



KRYPT CLOUD

Your SAP Supply Chain on the Cloud



KRYPT CONCIERGE

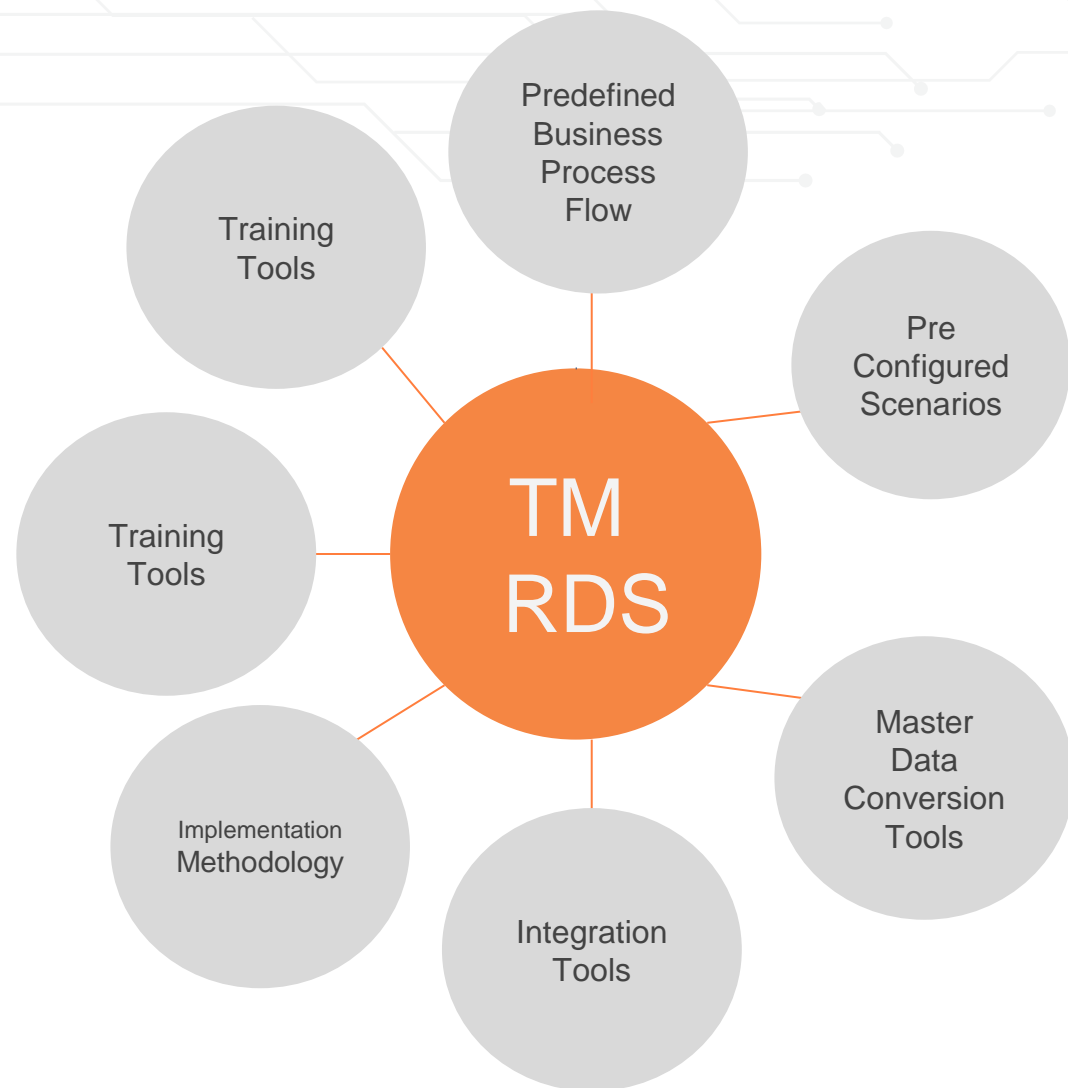
Annual Maintenance package for a thriving system and peace of mind



KRYPT VISIBILITY

Out of the Box reporting and analytics for your Supply Chain

WHAT IS KRYPT SAP TM PPS ?



WHY KRYPT SAP TM PPS ?



- Support your business and empower your personnel with pre-defined process flows and pre-configuration based on:
 - Best practices in Transportation Management, AND
 - Best practices in TMS utilization and design
- Reduce stress and uncertainty
 - Start with training on a configured instance and see exactly what you're getting
 - Specific client obligations for a successful implementation
- Promotes a phased approach with quick ROI
 - First, implement a Fast Value Package to begin achieving ROI
 - Next, take time to Learn, Adjust, and Target your subsequent TMS needs
 - Then, begin to Customize / Develop / Add To your solution – with the confidence that you are truly addressing your most important business requirements

SAP TM PPS | PACKAGES



- Optimized packages of Pre-Packaged Solution Modules that provide a holistic Transportation solution
- Clearly defined scope with clear client expectations
- Rapid Deployment Methodology
- Solution training begins immediately after kickoff
- Includes specific opportunities for client tailoring
- Live in 15 weeks
- Can be the solution or serve as the starting point for a solution

SAP TM PPS | BEST PRACTICES



- SAP Best Practices solution
 - Outbound Transportation (Basic Shipping Scenario)
 - Stock Transport Orders (Basic Shipping Scenario)
 - Inbound Transportation (Basic Shipping Scenario)
 - Combination of Inbound and Outbound Transportation (Integrated Transportation Management)

SAP TM PPS | KRYPT SOLUTION PACKAGES (OPTIONAL)



- External Transportation demand
- Forwarding Settlement

Freight Forwarder Scenario

Sales Order Scheduling

Include Transportation lead time into your Sales order schedule line

- Bid preparation
- Carrier collaboration
- Bid evaluation
- Award Contract

Strategic Freight Procurement

International Shipments

- Rail Freight Orders
- Ocean Booking
- Air Booking

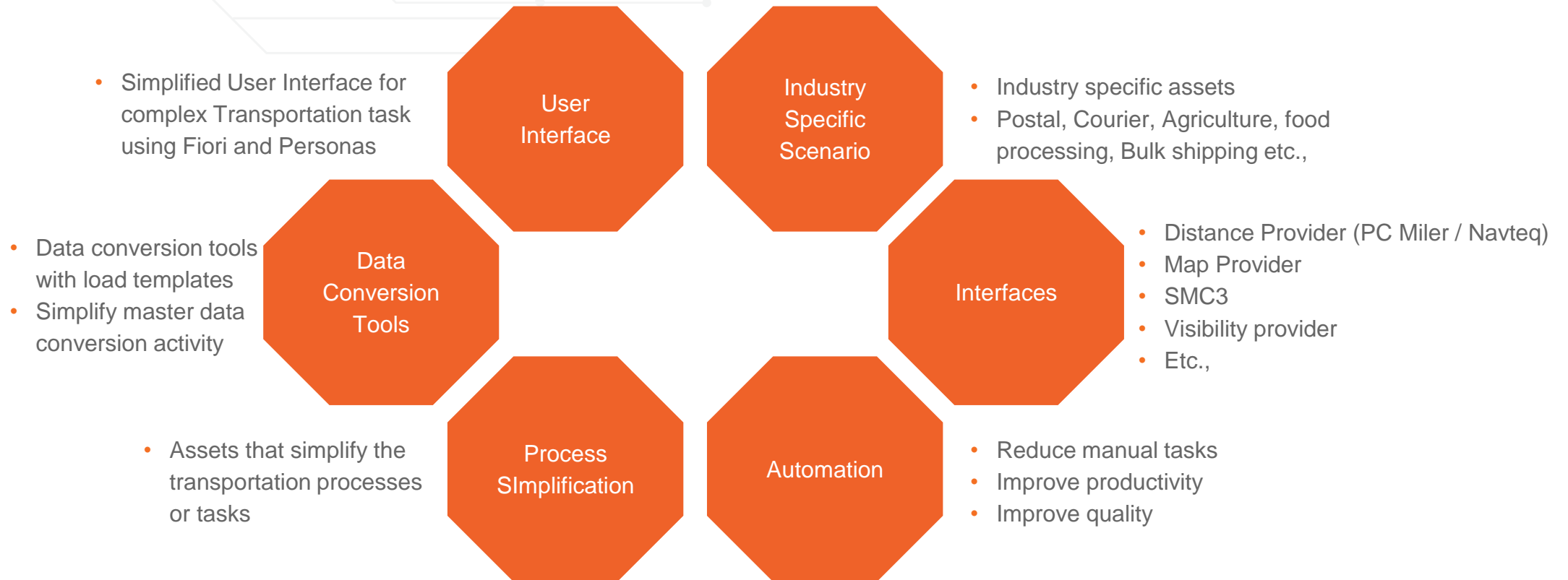
- Cost Distribution
- Dispute Management
- Internal Settlement
- Group Logistics

Advanced Settlement

Advanced Planning

- Load Planning
- Gantt Chart Planning
- Package Building
- Incompatibilities

SAP TM PPS | VALUE ADD ASSETS (OPTIONAL)



SAP TM PPS | DEPLOYMENT OPTIONS (1)

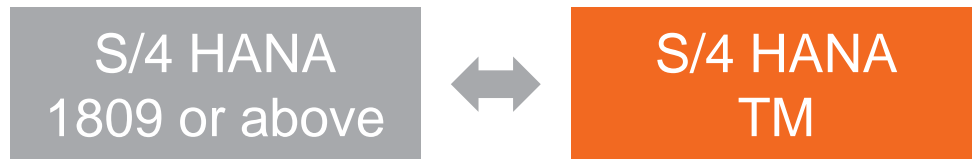


S/4 HANA TM

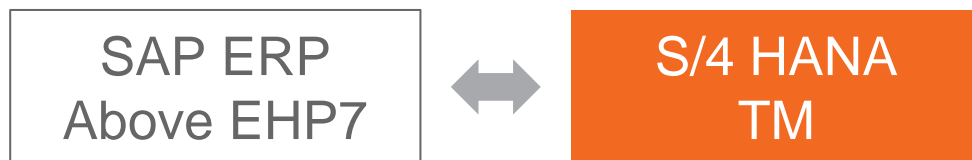
Option 1 : **Embedded**



Option 2 : **Sidecar for S/4 HANA**

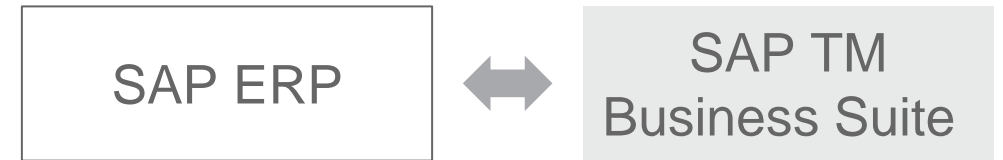


Option 3 : **Sidecar for ERP**

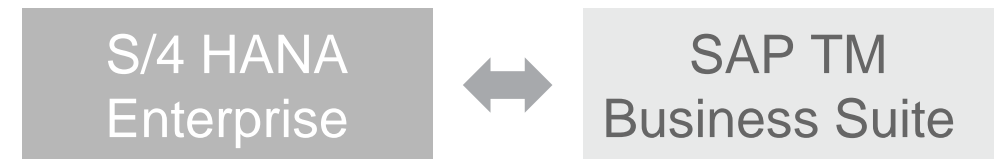


TM Business suite

Option 4 : **Sidecar for ERP**



Option 4 : **Sidecar for S/4 HANA**



PPS | DEPLOYMENT OPTIONS (2)



	SAP TM Cloud (1)	SAP TM in Cloud (2)	SAP TM OP (3)
	S/4 HANA TM Cloud Cloud Single-Tenant	SAP TM / S/4 HANA TM (Private Cloud managed by SAP)	SAP TM / S/4 HANA TM (On-Premise managed by private or customer)
Implementation	Greenfield with data migration and configuration migration	Greenfield or conversion of existing implementation	Greenfield or conversion of existing implementation
Functional Scope	Full TM functional scope of TM and industry processes	Full TM functional scope of TM and industry processes	Full TM functional scope of TM and industry processes
Extensibility	No Extensions	Customization, modification and extensibility possible	Customization, modification and extensibility possible
Innovation Cycle	2 updates a year	Annual, speed of adoption on customers schedule	Annual, speed of adoption on customers schedule
Deployment Benefits	Single-Tenant environment, Low TCO and fast time to value	Customer controlled deployment and implementation efforts	Customer controlled deployment and implementation efforts

PPS | DEPLOYMENT OPTIONS (3)



	SAP TM Cloud (1)	SAP TM in Cloud (2)	SAP TM OP (3)
	S/4 HANA TM Cloud (1B) Cloud Single-Tenant	SAP TM / S/4 HANA TM (Private Cloud managed by SAP)	SAP TM / S/4 HANA TM (On-Premise managed by private or customer)
Licensing	Subscription Licensing	BYOL + Infrastructure subscription	PTMetual Licensing
Infrastructure	Dedicated system landscape on cloud infrastructure	Customer specific system landscape	Runs on Customer preferred infrastructure
PPS Solution	SAP Best Practices Solution Krypt Solutions	SAP Best Practices Solution Krypt Solutions	SAP Best Practices Solution Krypt Solutions
Value Add Assets available	No	Yes	Yes

SAP TM | SUCCESS STORIES



- Native SCM Integration with SAP ECC-TM-GTS-EM
- Reduced transportation spending as well as IT costs; added benefit of greater visibility into costs
- Automated tendering with manual or electronic carrier response and based on carrier ranking and business agreements
- TM is used as platform for carrier collaboration



- Streamlined processes through integration of SAP Logistics Execution, SAP Global Trade Services and SAP Warehouse Management
- Speed processing on user provisioning and improved efficiency and visibility of the internal control process
- Consolidation of freight movements between divisions in decentralized manner by using a consolidated integrated platform



- Using SAP TM, Nestle is able to plan domestic and international shipments with a diversity of modes and multi-modal shipments and also support different means of transports including planning for frozen, chilled and ambient transports on one platform
- Ability to handle 75,000 Customer Orders (per month) and 10,000 factory-to-DCs transfers per day
- Visibility into carrier costs by detailed charge calculation

WHY SAP IBP PRE-PACKAGED SOLUTION?



Customers want

- Best Practice IBP Process Models: Lift Process Maturity, Avoid Legacy Process Replication
- High speed in deployment: Agile execution with predictable delivery timeline
- Fixed Cost of implementation and support
- Robust Support post go-live to ensure user adoption
- High ROI with measurable KPI lift

Krypt delivers

- Best Practice IBP Implementation across Demand Planning and Supply Planning processes
- High quality delivery with quick time to value:
 - Go-live in 13 weeks
 - 4 weeks of support to ensure stabilization and adoption
- Fully integrated solution: with SAP ECC or S/4 HANA
- IBP Solution Experts from ex-SAP; Supply Chain Leaders from Industry
- One-stop shop for Software License, Implementation, Rollouts, Support, and Enhancements
- Quantifiable Value: Baseline KPIs and track value in terms of hard KPI lift within first year

PACKAGE 1: IBP S&OP ONLY



<p>S&OP Process</p> <p>Demand Review</p>	Basic Statistical Forecasting	Sales Forecasting	Consensus Demand Planning	Forecast Error & Bias Calculation	What-if Simulation & Analytics /Alerts
<p>Supply Review</p>	Supply Network Visualization	Multi-Level Supply Planning/ Propagating Heuristic (Distribution/Production/Procurement Planning)		Rough Cut Capacity Planning	What-if Simulation & Analytics /Alerts
<p>Reconciliation Review</p>	Price Maintenance for Forecast Monetization	Business Plan Gap Analysis	Demand / Supply reconciliation Scenarios	ABC / XYZ Segmentation	What-if Simulation & Analytics /Alerts
<p>Management Review</p>	Consensus Plan Proposals with Forecasted Financials & Gap vs. Business Plan		KPI Trends & Forecast	Final Consensus Plan	What-if Simulation & Analytics /Alerts
<p>Technical Scope</p>	SAP ERP (ECC, S/4 HANA) Inbound Integration into IBP using CPI		Flat File based Loads from non-SAP Systems	User Identity Access Management	IBP Model Transportation

PACKAGE 2: IBP Demand And IBP S&OP



<p>S&OP Process Scope</p> <p>Demand Review</p>	<p>Outlier Correction, Missing Value Substitution</p>	<p>Advanced Statistical Forecasting- Forecast Automation</p>	<p>New Product Introduction, Manage Product Lifecycle</p>	<p>Sales Forecasting, Consensus Demand Planning</p>	<p>Forecast Error & Bias Calculation</p>	<p>What-if Simulation & Analytics/Alert</p>
<p>Supply Review</p>	<p>Supply Network Visualization</p> <p>Multi-Level Supply Planning/ Propagating Heuristic (Distribution/Production/Procurement Planning)</p>		<p>Rough Cut Capacity Planning</p>	<p>What-if Simulation & Analytics /Alerts</p>		
<p>Reconciliation Review</p>	<p>Price Maintenance for Forecast Monetization</p>	<p>Business Plan Gap Analysis</p>	<p>Demand / Supply reconciliation Scenarios</p>	<p>ABC / XYZ Segmentation</p>	<p>What-if Simulation & Analytics /Alerts</p>	
<p>Management Review</p>	<p>Consensus Plan Proposals with Forecasted Financials & Gap vs. Business Plan</p>		<p>KPI Trends & Forecast</p>	<p>Final Consensus Plan</p>	<p>What-if Simulation & Analytics /Alerts</p>	
<p>Technical Scope</p>	<p>SAP ERP (ECC, S/4 HANA) Inbound Integration into IBP using CPI</p>		<p>Flat File based Loads from non-SAP Systems</p>	<p>User Identity Access Management</p>	<p>IBP Model Transportation</p>	

PRE-PACKAGED SOLUTION TIMELINE **17 WEEKS**

SAP IBP S&OP only OR For IBP Demand + IBP S&OP both running in parallel



WHAT IS KRYPT SAP EWM PPS ?



WHY KRYPT SAP EWM PPS ?



- Support your business and empower your personnel with pre-defined process flows & pre-configuration based on:
 - Best practices in Extended Warehouse Management
 - Best practices in warehouse utilization and design
- Reduce stress and uncertainty
 - Start with training on a configured instance and see exactly what you're getting
 - Specific client obligations for a successful implementation
- Promotes a phased approach with quick ROI
 - First, implement a Fast Value Package to begin achieving ROI
 - Next, take time to Learn, Adjust, and Target your subsequent WM needs
 - Then, begin to Customize / Develop / Add To your solution – with the confidence that you are truly addressing your most important business requirements

SAP EWM PPS | DEPLOYMENT OPTIONS (1)

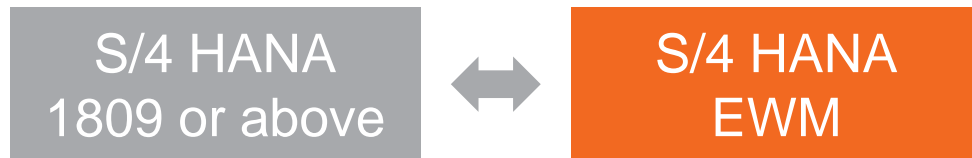


S/4 HANA EWM

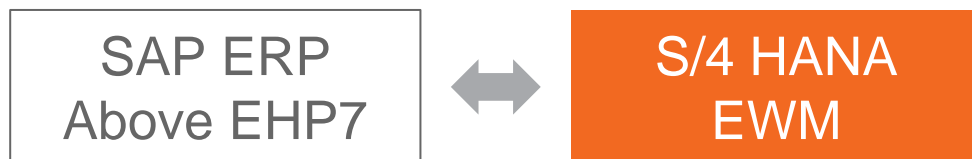
Option 1 : Embedded



Option 2 : Sidecar for S/4 HANA

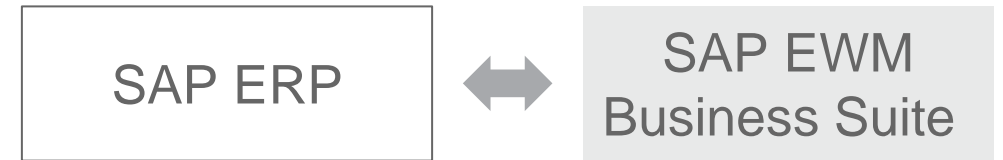


Option 3 : Sidecar for ERP

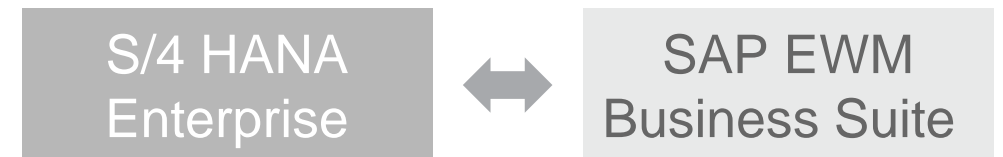


EWM Business suite

Option 4 : Sidecar for ERP



Option 4 : Sidecar for S/4 HANA



SAP EWM PPS | DEPLOYMENT OPTIONS (2)



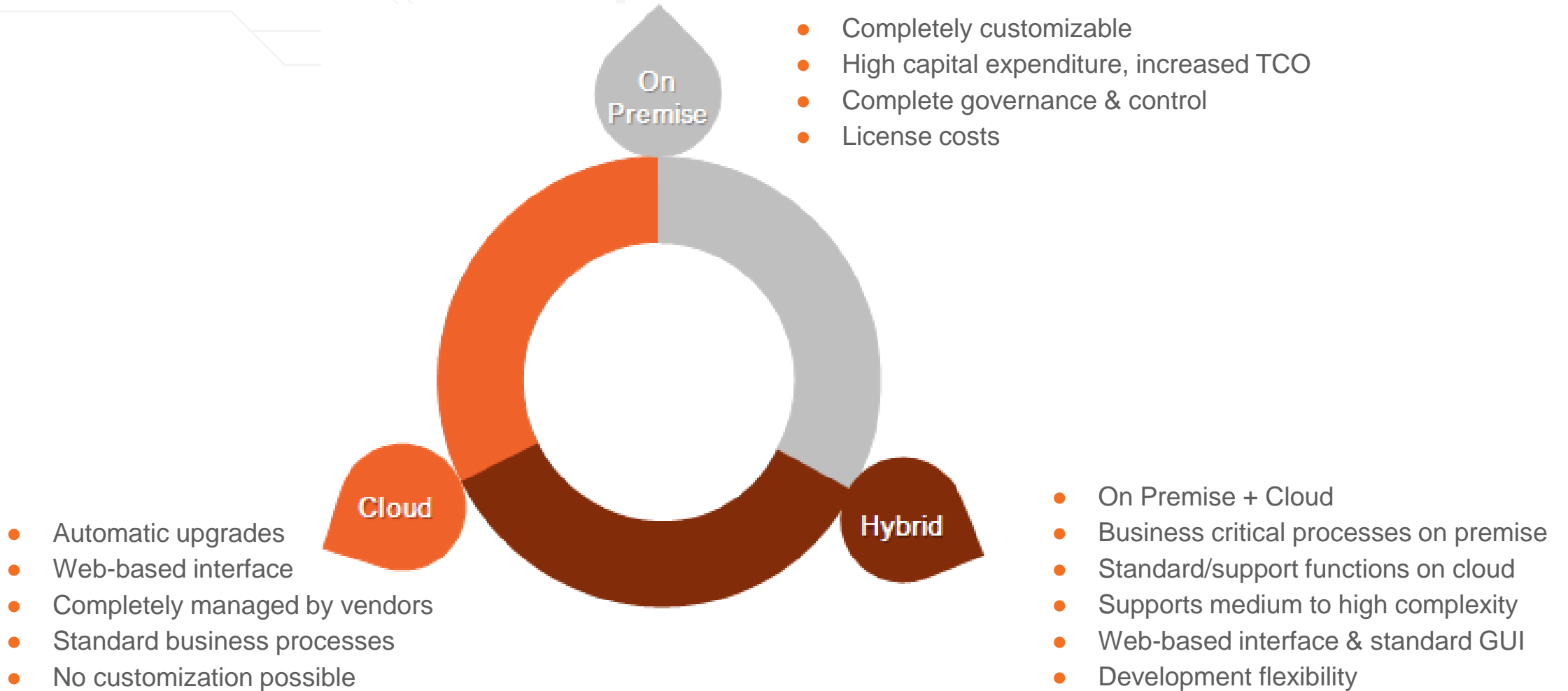
	SAP EWM Cloud		SAP EWM in Cloud	SAP EWM OP
	S/4 HANA EWM Cloud Cloud Multi-Tenant	S/4 HANA EWM Cloud Cloud Single-Tenant	SAP EWM / S/4 HANA EWM (Private Cloud managed by SAP)	SAP EWM / S/4 HANA EWM (On-Premise managed by private or customer)
Implementation	Greenfield with data migration	Greenfield with data migration and configuration migration	Greenfield or conversion of existing implementation	Greenfield or conversion of existing implementation
Functional Scope	Business configuration of standardized EWM functionalities	Full EWM functional scope of EWM and industry processes	Full EWM functional scope of EWM and industry processes	Full EWM functional scope of EWM and industry processes
Extensibility	No Extensions	No Extensions	Customization, modification and extensibility possible	Customization, modification and extensibility possible
Innovation Cycle	Quarterly	2 updates a year	Annual, speed of adoption on customers schedule	Annual, speed of adoption on customers schedule
Deployment Benefits	Multi-Tenant environment, Lowest TCO and fastest time to value	Single-Tenant environment, Low TCO and fast time to value	Customer controlled deployment and implementation efforts	Customer controlled deployment and implementation efforts
Licensing	Subscription Licensing	Subscription Licensing	BYOL + Infrastructure subscription	PEW Mutual Licensing
Infrastructure	Share public cloud	Dedicated system landscape on cloud infrastructure	Customer specific system landscape	Runs on Customer preferred infrastructure

SAP EWM PPS | DEPLOYMENT OPTIONS (3)



	SAP EWM Cloud		SAP EWM in Cloud	SAP EWM OP
	S/4 HANA EWM Cloud Cloud Multi-Tenant	S/4 HANA EWM Cloud Cloud Single-Tenant	SAP EWM / S/4 HANA EWM (Private Cloud managed by SAP)	SAP EWM / S/4 HANA EWM (On-Premise managed by private or customer)
Licensing	Subscription Licensing	Subscription Licensing	BYOL + Infrastructure subscription	PEWMetual Licensing
Infrastructure	Share public cloud	Dedicated system landscape on cloud infrastructure	Customer specific system landscape	Runs on Customer preferred infrastructure

DEPLOYMENT OPTIONS EWM ON S/4 HANA



SAP EWM SUCCESS STORIES



HAWORTH

Leveraged Standard SAP EWM functionality to replace legacy WM system

Improved shipping volume using standard functionalities like Cross Docking & Slotting

Increased warehouse personnel efficiency & reduced system maintenance cost



SAP EWM implementation & seamless integration with ERP & GTS system

Quick turn around through rapid & robust Solution

Increased efficiency through automated multi-warehouse process

Automation of RFDs and ITS mobiles



Complete & custom RF functionality to allow picking & put away using RF scanners

Streamlined storage based on product type using standard placement & picking strategies

Custom strategies for picking and staging by doors for efficient shipping and staging required by carriers

Improved bin level management for accuracy and greater visibility



Efficient processing of return items through SAP EWM vendor & customer returns processes

Enhanced visibility across entire organization

Higher customer satisfaction with reduced shipping time

High shipping volume through standardized warehouse Pick/Pack/Ship processes

WHAT OUR CUSTOMERS SAY



• “A couple of years ago I challenged...that I was looking for a service provider that delighted their customer. I am certain that Krypt had accepted this challenge and consistently reinforced this approach with the Krypt team...There is never a question that we are all working as one team to overcome each obstacle and drive to successful deployments. So in my sincere gratitude, thank you. Thank you for your company’s thoughtful partnership and continuous drive to help us succeed in realizing the value from a global deployment...”

- Doug Whitman, BT Global Process Lead, 3M

• “In addition to very experienced On-Site and Off-Shore consultants, Krypt brings their own Intellectual Property in the form of SAP GTS tools which they have built in-house to assist with the License Determination and material classification. Due to quality Krypt consultants and the very successful solution design & build, Varian was able to stabilize this solution within two weeks of the Go-Live.”

- Jason Jester, Manager Enterprise Applications, Varian Medical Systems

• “Krypt took a project that was ‘behind’ due to a transition from another System Integrator, accepted the current states without complaint and partnered with CareFusion to a successful integration of multiple ECC instances”

– Mike Zill, EVP and CIO and Don Abbey, EVP QRA, CareFusion

• “Graybar implanted SAP solutions using Krypt’s rapid implementation methodology. Thanks to Krypt, the project was successfully completed on-time and on-budget with Krypt and Graybar business, technical and ABAP resource collaboration.”

- Paul Unruh, Director, Business Technology, Graybar Electric

CONTACT US



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