

TM Product Management

CONFIDENTIAL



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SAP TM - On premise Roadmap

Planning only - subject to change

Rel.	9.1 2013	9.2 2014	9.3 2015	9.4 Planned	9.Y Future
_	Rail Shippers	Truck for Shippers	Logistics Service Prov.	LSP / Shipper	Supply Chain Convergence
	O2C for rail carriers & Q2P	Gantt chart planning	Transit warehouse	 Transit Warehouse Enhancements 	 Retail Enhancements E-Commerce Integrated SC Planning & Exec. e.g. forecasting
	for rail shippersStrategic freight management	 Empty Provisioning & Triangulation 	 Strategic freight management ERP Integration Scheduling Agr. Package building in load optimization Manual Planning Customs & security filing Group Company Logistics Manual Driver Planning & Optimisation Enhancements Collaboration Portal enhancements e.g. Multiple Invoice Handling Profitability for LSP Realtime Analytics SAP TM – Descartes 	Planning	
	• T&L collaboration	 Load optimization Invoice subission & match pay via portal 		Optimisation	 Real-time strategic planning & simulation
	portalLabor demand planning			enhancements	Single File HandlingCustomer Order Entry for LSPs
	SCE platform on HANA			•	 Purchase Order Management
				Bulk Transportation Enhancements (TM)	
			Charge Mgmt.	GLN Integration	 Combined Linehaul Parcel Shipment

Transportation Management 9.4 (1/10)

World-Class & Real-time



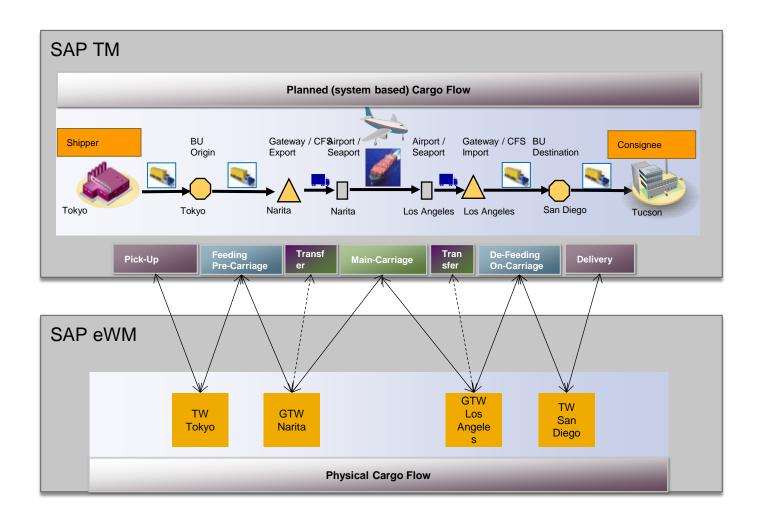




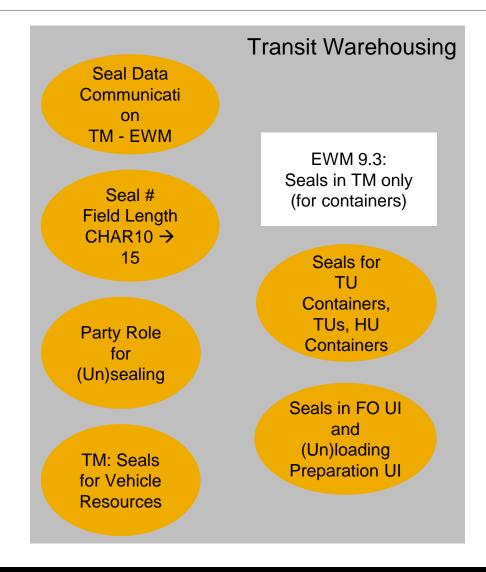
Transit Warehouse

- Reversal Processes after EWM integration
- Late Cancellation of Freight Documents
- Propagation of changes from forwarding order to freight units
- Self Delivery Process
- Local split functionality (EWM TM Integration)
- Dangerous Goods Handling in Transit Warehouse
- Seals
- Air Cargo Security

Transit Warehousing - Overview

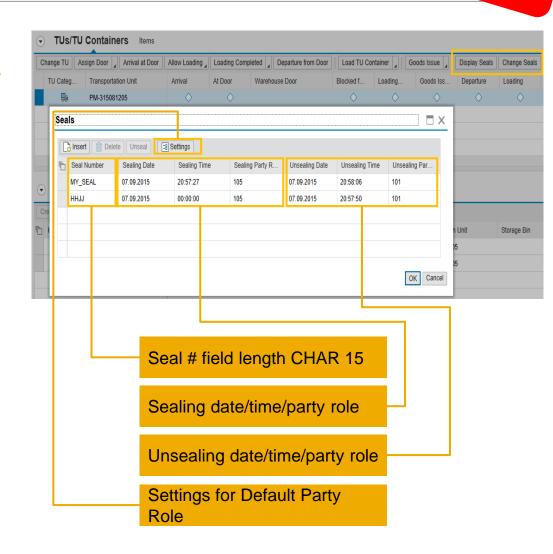


Seals in 9.4 Scope



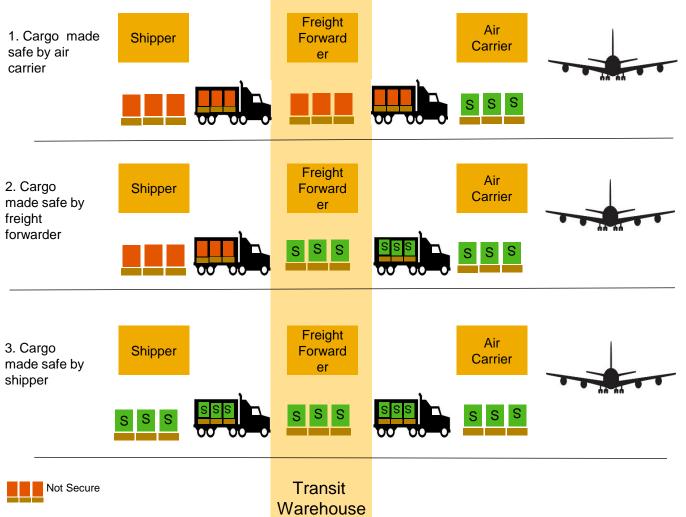
Seals in Transit Warehousing (new):

- Freight Order UI
- Loading/Unloading Preparation
 UI
- ,Seals exist displayed in list
- Popup to display or change seals (table)
- Seals get send to TM and update Freight Order



Scope in 9.4 **ACS in Transit Warehousing**

Planned for TW 9.4
Subject to change



Supported in **EWM 9.3**

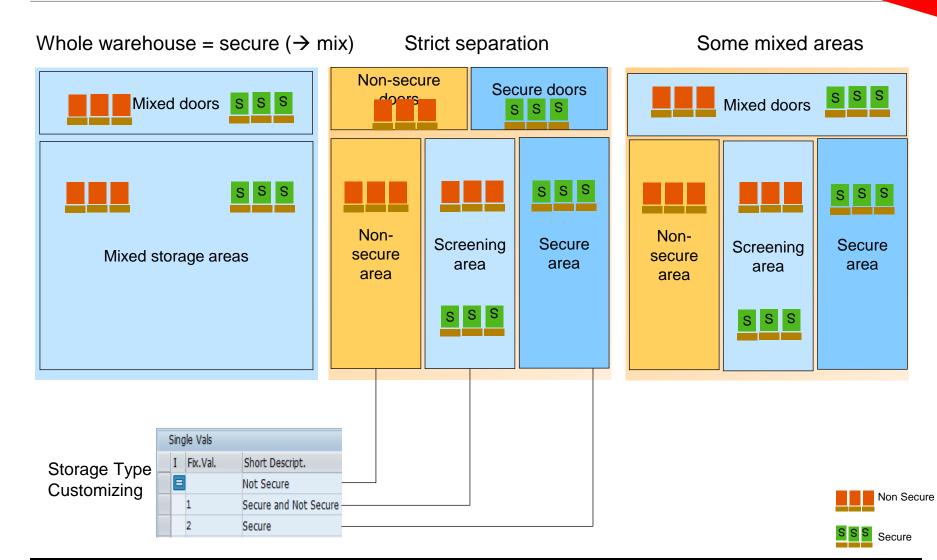
New in **EWM 9.4**

> ACS infos at transit HU level in EWM

S S S Secure

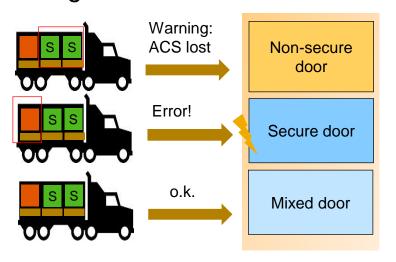
Some Options for Warehouse Layout

Planned for TW 9.4
Subject to change

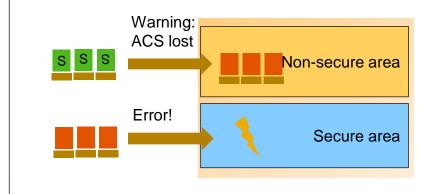


Checks in the Warehouse

Assign & Dock at door



Receiving & Putaway

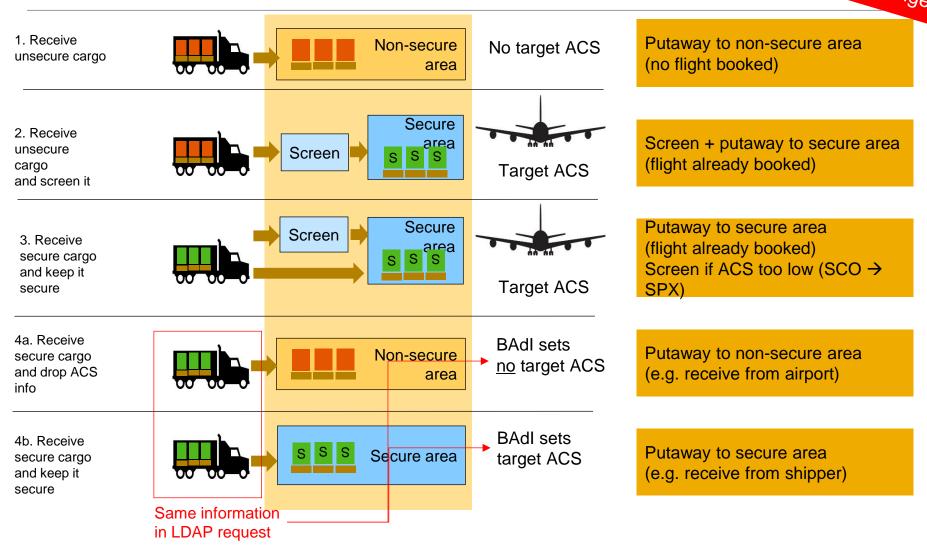


Loading



Inbound Processes

Planned for TW 9.4
Subject to change



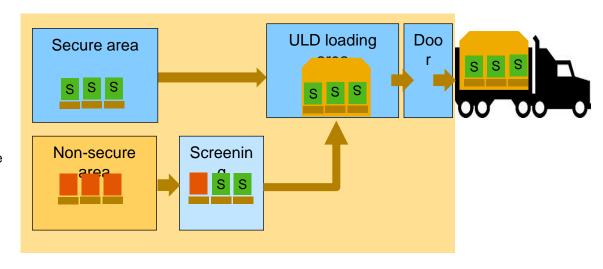
Outbound Process (Export Gateway)

Planned for TW 9.4
Subject to change



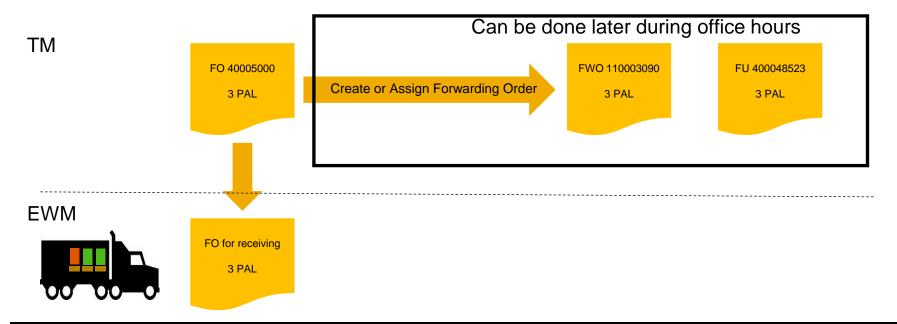
Target ACS

- 1. Ship secure cargo
- 2. Screen nonsecure cargo before loading onto ULD (or TU)



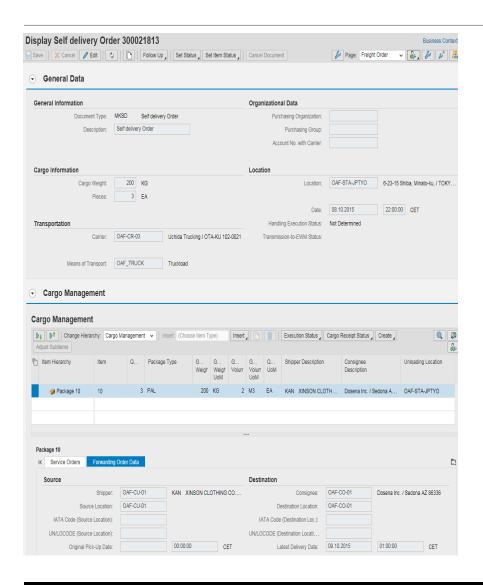
Self Delivery Process

- □ If a truck arrives unexpectedly and no (EWM) Freight Order exists for this truck, the receiving clerk creates a new (self-delivery) freight order in TM to document the unexpected arrival of the truck
- □ The trucker hands over the bill of lading or CMR to the receiving clerk containing the information about the shipments/cargo that is supposed to be unloaded. The receiving clerk captures this information in the self-delivery freight order (or assigns the corresponding forwarding orders if already exist)



Planned for TW 9.4 Subject to change

Self Delivery Process



- Only a few data needs to be captured
- → Afterwards the process in Transit Warehouse is steered in the same manner as for expected cargo

Change FWO during Execution



Changes in Forwarding Order are propagated to subsequent freight unit, freight order till cargo receipt

Initial Order from Customer









Update from Customer







Goods Receipt on actuals

Support EWM Reversal Process



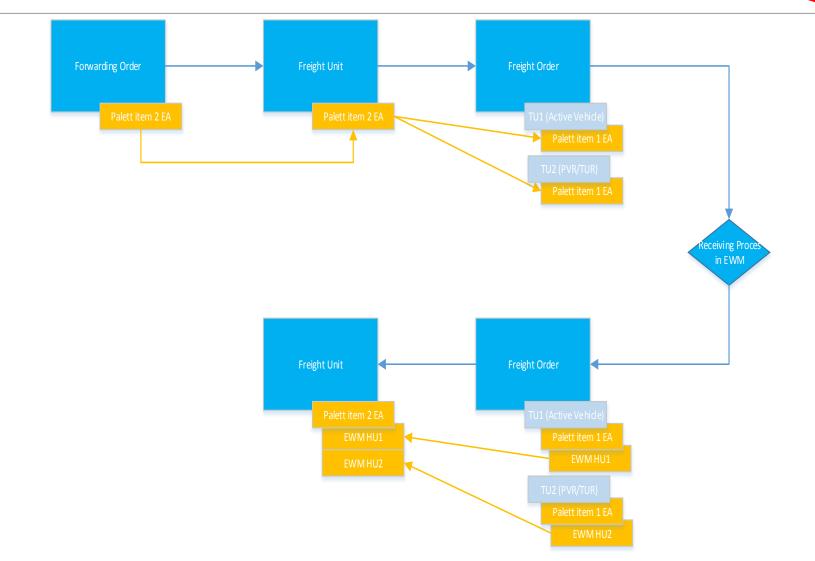
- Reverse Arrival from Checkpoint
- Reverse Receiving / Loading Completed (Update of Receiving / Loading Completed)
- Reverse Departure from Checkpoint

Local item split functionality

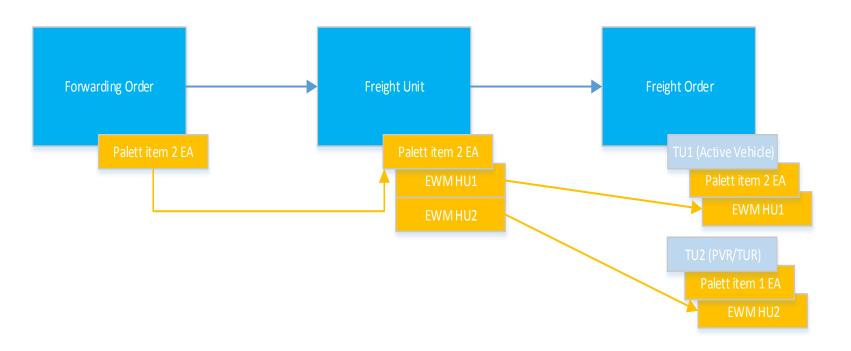


- Single items within a document (e.g. freight order) need to be split onto several transportation units e.g. Truck and Trailer Scenario
- □ The local item split can be triggered from TM side in the freight order cargo management UI
- □ In a transit warehouse outbound process the cargo split can also be triggered by EWM when HU's are splitted on different available TU's

Local item split - inbound



Local item split - outbound

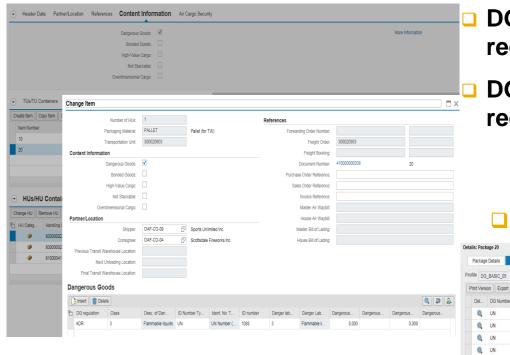


Dangerous Goods Handling



- FWO without DG item, EWM detects that this item is DG
 - On TM site a DG record should be created. DG information must be enhanced by necessary data input on TM site
- FWO with DG item, EWM detects that it is no DG
 - □ Since the leading system concerning DG maintenance is TM. Deletion of DG information should not be performed on TM site automatically
- □ FWO with DG item, EWM detects that DG has to be update
 - On TM site an additional DG record should be created. Existing DG records will not be deleted via messages from EWM. In this case eventually incorrect DG information should be deleted manually and the correct DG information should be maintained on TM site
- Repeated LDAP Notification for the same TM Document
 - Inserts/Deletes/Updates of DG records which have been created via LDAP notification are allowed as long as DG record has not been maintained on TM side

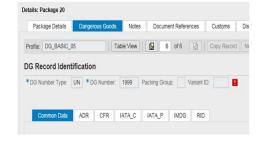
Dangerous Goods Handling in Transit Warehous



- DG data can be entered duing receiving process in warehouse
- DG data send to TM to update the record

DG Data to be completed in TM





Transportation Management 9.4 (2/10)

World-Class & Real-time



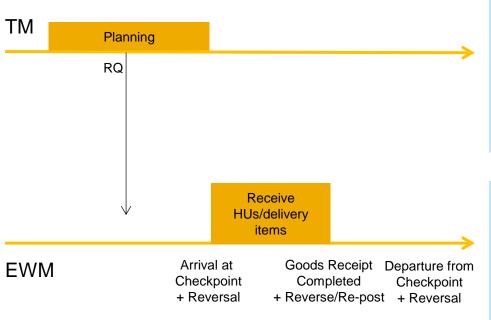




TM – EWM Integration

- Enhancements in Inbound Process for Shipper
- Enhancements in Outbound Process for Shipper

Inbound Process in EWM 9.1



No updates from TM (LDAP request):

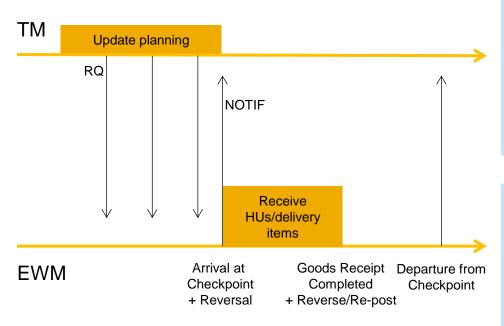
- Unique LDAP request

No LDAP notification from EWM:

- TM informed via ERP delivery update only

Updates in Inbound Process





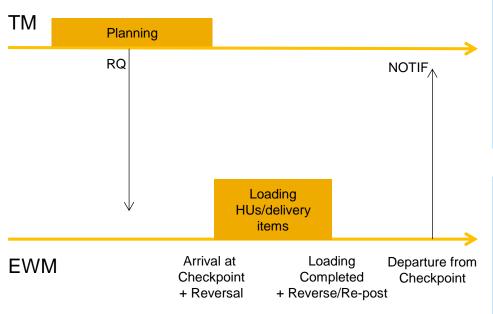
Updates from TM (LDAP request):

- Until arrival at checkpoint
- Changes to AVR/PVR
- Changes to delivery (item) assignments

<u>Changes from EWM (LDAP notification)</u>:

- Notify arrival at checkpoint + reversal
- Notify departure from checkpoint
- Reverse departure not allowed
- Missing delivery item
- Changed delivery item quantity
- Addt. delivery item assignment in EWM (TPT=C)

Outbound Process in EWM 9.1



No Updates from TM (LDAP request):

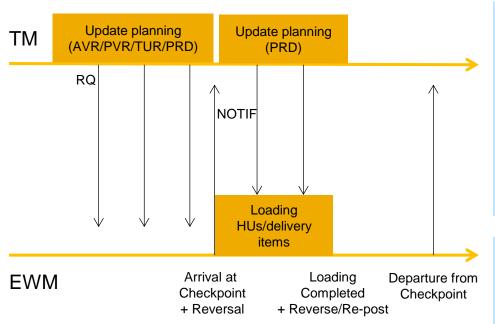
- Unique LDAP Request

Unique LDAP notification at check-out:

- Reverse departure not allowed
- Missing delivery item
- Changed delivery item quantity
- Additional delivery item assignt in EWM (TPT=C)

Updates in Outbound Process





<u>Updates from TM (LDAP request)</u>:

- Changes to AVR/PVR until arrival
- Changes to delivery (item) assignments until loading completion (after that: XI message error)
- XI message error if assignment deleted for item that is already (partially) loaded

<u>Changes from EWM (LDAP notification)</u>:

- Notify arrival at checkpoint + reversal
- No notification of loading completed
- Notify depart. from checkpoint
- Reverse departure not allowed
- Missing delivery item
- Changed delivery item quantity
- Addt. delivery item assignment in EWM (TPT=C)

Transportation Management 9.4 (3/10)

World-Class & Real-time



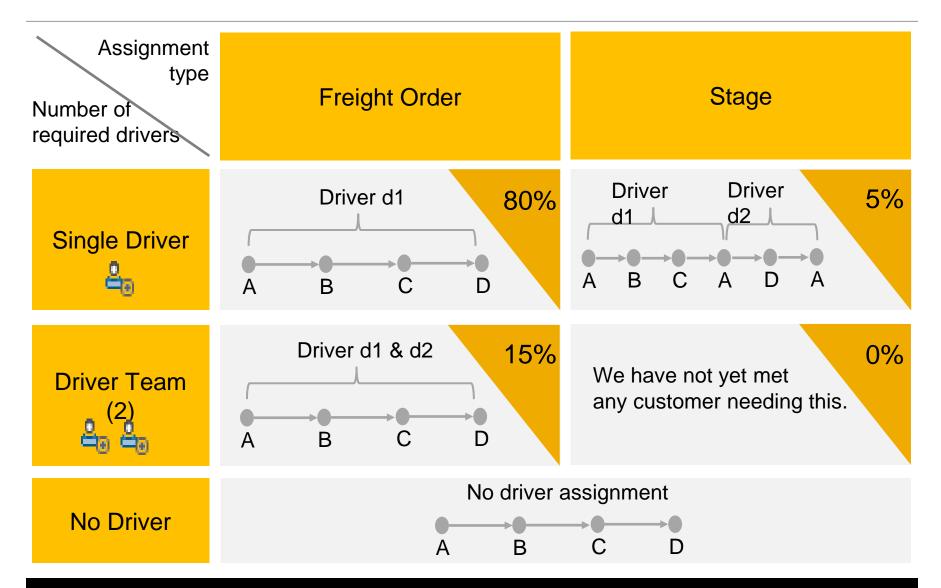




Planning and Optimization

- Manual Driver Planning
- Enhancements for Manual Planning
- Automatic Planning
- Package Building

Manual Driver Planning – Scenario Overview



Manual Driver Planning – Selected Features (1/2)

Planning

Profiles & selection criteria allow selection of drivers (with context determination)

Cockpit (incl. Gantt chart) shows drivers in list & hierarchy

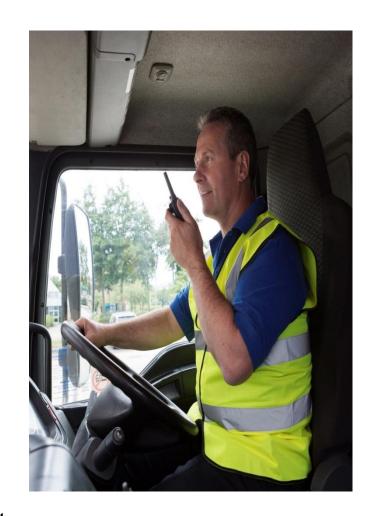
Define number of required drivers (single, team, none)

Define assignment type (freight order vs. stage)
Assign / un-assign driver to / from freight order (stages)

Truck resource has one default driver

Each new freight order for the truck inherits the default driver

Changing the default driver does not change freight



Manual Driver Planning – Selected Features (2/2)

Properties of driver

Offered qualifications

Home location → select for planning, sort & filter in cockpit

Org unit → select for planning, sort & filter in cockpit

Last planned location & availability time → sort & filter in cockpit

Absences (e.g. sickness, vacation) → shown in Gantt chart

Calendar for non-working times → shown in Gantt chart



Manual Planning – Map (1/2)

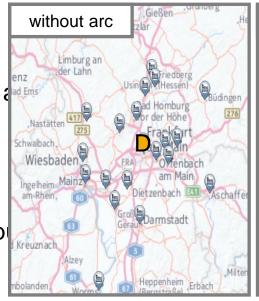
Map customizing

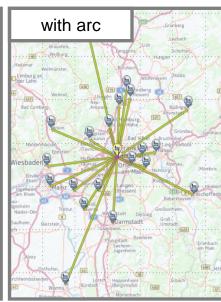
Define labels, tooltips, colors, icons

Show demands as source / destination / (can be switched in planning session)

Page layout

Refers to map customizing and defines by





Planning

Create capacity document for selected demands & resources

Insert stop into capacity document stage

Un-assign stops from capacity documents

Optimize one freight order with vehicle scheduling & routing optimizer

Manual Planning – Map (2/2)

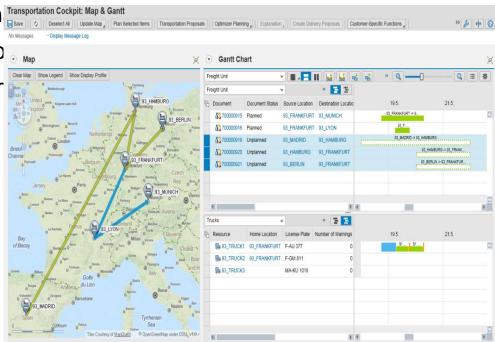
Interplay with lists / trees / Gantt ch

Push selected objects automatically to Action column to show / hide object or Show map color legend in any list

Miscellaneous

Auto-focus on selected documents on Cluster demands geographically (depending on zoom level)

Display aggregated information (total weight, ...) for selected objects

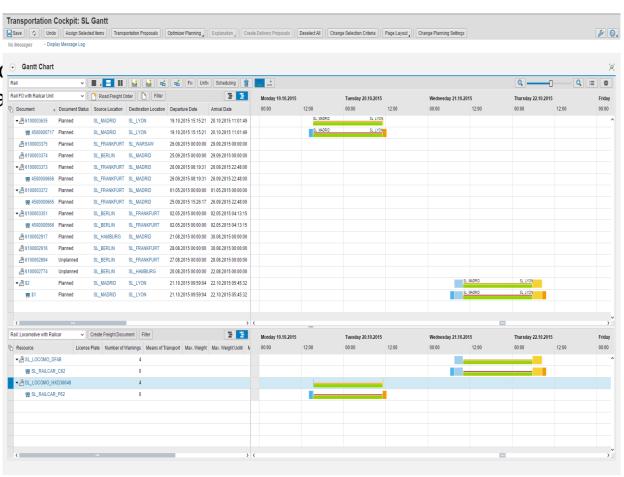


Manual Planning – Gantt Chart (1/5)

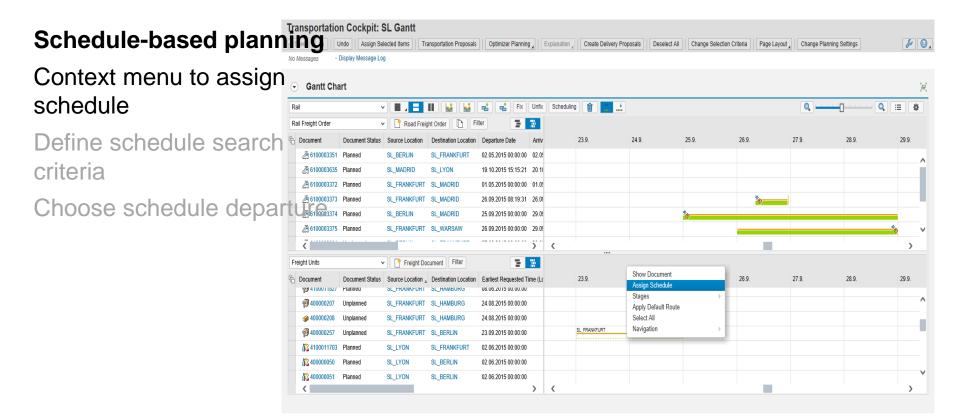
Rail planning

Show rail freight order, rails unit, locomotive resource a railcar resource

Planning with drag & drop



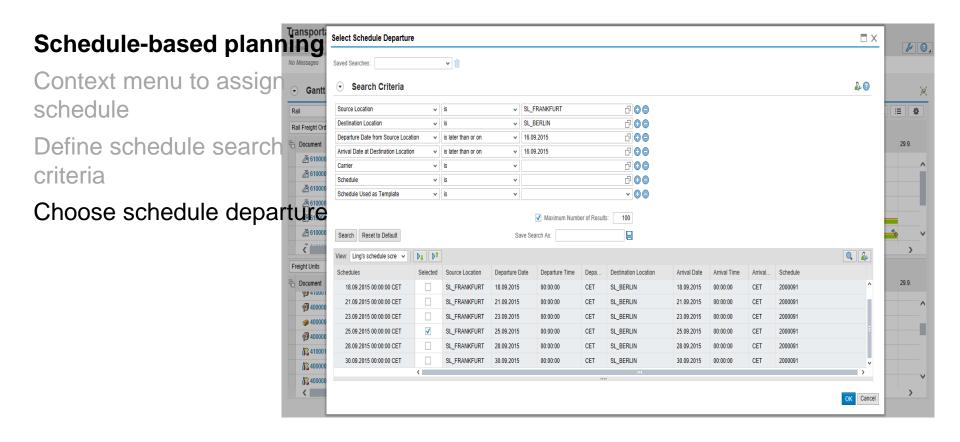
Manual Planning – Gantt Chart (2/5)



Manual Planning – Gantt Chart (3/5)

Schedule-based planning | Undo | Assign Selected Hems | Transportation Proposals Optimizer Planning Explanation Create Delivery Proposals Context menu to assign Select Schedule Departure Gantt Saved Searches: schedule *₽* 🕝 Search Criteria Rail Freight Or Define schedule search f 00 Source Location ✓ SL_FRANKFURT 700 Destination Location ✓ SL_BERLIN criteria ₫ 0 0 Departure Date from Source Location ✓ is later than or on 16.09.2015 **@** 610000 ₽00 *₹* 610000 Arrival Date at Destination Location 16.09.2015 is later than or on ₫ 🗇 🖨 £ 61000 Choose schedule depail v is ₫ 😝 🖨 <u>.≅</u> 61∪00 Schedule Used as Template v is v | | v (1) **@** 610000 **(** ✓ Maximum Number of Results: Freight Units Save Search As: Reset to Default Document 29.9. Q Q DI DI View: Ling's schedule scre ✓ **400000** Departure Time Depa... Destination Location Arrival Date Arrival Time Arrival... Schedule **400000** No data available **39** 400000 41000 OK Cancel 40000

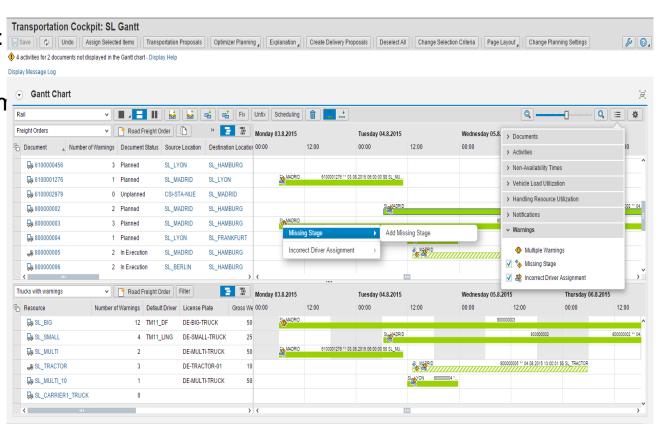
Manual Planning – Gantt Chart (4/5)



Manual Planning – Gantt Chart (5/5)

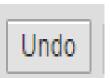
Warning management

One new warning type (incorrect driver assignn Multiple warnings icon Context menu to solve warnings



Manual Planning – Usability Improvements

Undo button



Automatic accept of carrier selection optimizer result

Quick multiple copies of one capacity document



Manual planning

Create multiple capacity documents for selected resource and demands Create multiple capacity documents, one per selected demand

Efficient maintenance

Edit dates & times, carrier, resource, means of transport in capacity document lists and hierarchies

Mass maintenance of one date & time for selected capacity documents

Manual Planning – More Information

Hyperlinks for all objects in the cockpit

Quick views for all objects in the cockpit

All master data and documents

Customer is able to enhance / change content of quick

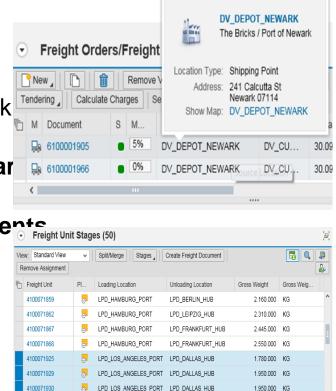
Show distance & duration in freight unit list / hierar

Show aggregated information for selected documents in one list / hierarchy

E.g. total weight and volume, etc.

Week day as separate field

Enable selection, filtering, etc.



LPD LOS ANGELES PORT LPD CHICAGO HUB

LPD LOS ANGELES PORT LPD DALLAS HUB

Location

Change Profile Sel

Delivery Proposals

4100071932

4100094665

960.000 KG

910.000 KG

40.510.050

Automatic Planning – Vehicle Scheduling and Routing Optimizer

Pickup and delivery stop limit

Planning cost settings define the number of pickup stops and the number of delivery stops

Minimum load utilization

Planning cost settings define the percentage (e.g. 70%)

At least one load dimension has to meet the percentage

You can control whether freight documents below the percentage are kept or deleted after the optimizer run

Fixed cost per used vehicle instance

Minimize number of required resources (in addition to the number of freight documents)



Package Building – Overview

Freestyle mixed package building

Consolidate any product quantities until volume limit is reached

Package can consist of complete layers with freestyle packed products on top of it

Additional constraints

Height limit for mixed packages (i.e. don't use the height defined for full product packages)

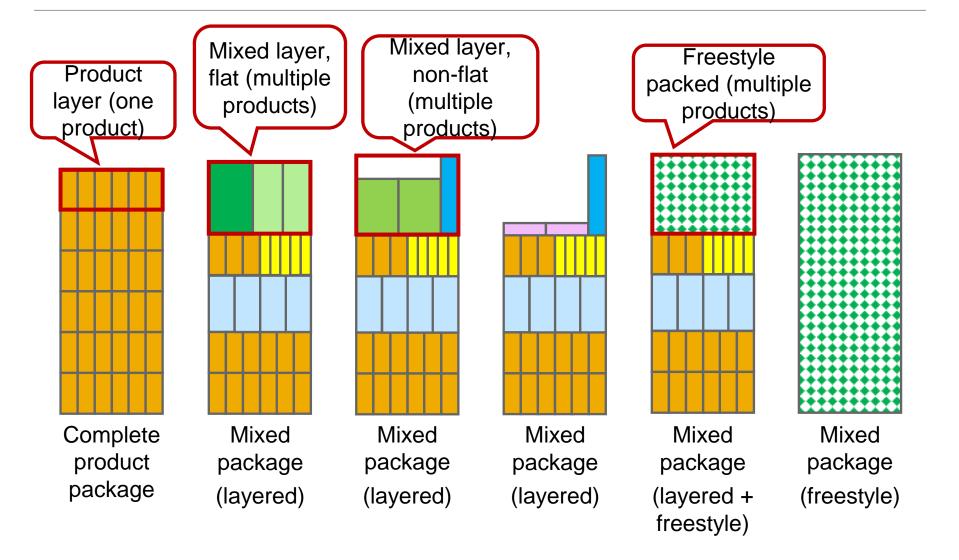
Limit on number of products on a mixed package

Limit on number of products in a mixed layer

Product must not be contained in a mixed layer



Package Building – Examples (Side View)



Transportation Management 9.4 (4/10)

World-Class & Real-time



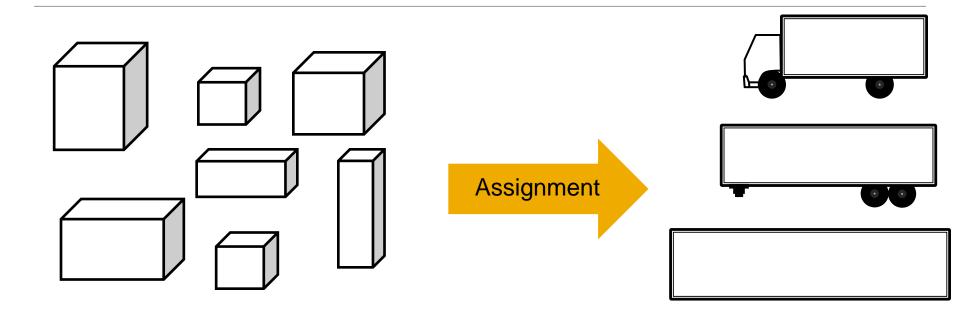




Load Consolidation

Enhancements to Load Consolidation

Load Consolidation in SAP TM



Set of Freight Units (Transportation Demand):

- Volume, weight, other load dimensions
- e.g. pallets, boxes

Alternative Resource Types:

- Max. volume, max. weight, other load dimensions
- e.g. vehicle resources, containers

Load Consolidation offers:

- Optimizer-based, automated assignment of a given set of freight units to resource types
- Determination of the number of resources to be ordered / to be used
- Focus on planning the main route where no routing decision has to be made

Load Consolidation supports:

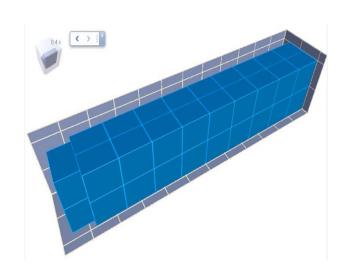
- Alternative resource types (e.g. 20ft, 40ft, 40ft High Cube Container)
 - Limitation of the maximal number of available instances possible
- Minimization of total costs
 - Based on defined fixed cost for usage of one resource type instance
- Capacity Check based on given load dimensions (e.g. weight and volume)

Load Consolidation supports:

- Incompatibility Freight Unit ⇔ Resource Type (e.g. temperature condition)
- Incompatibility Freight Unit ⇔ Freight Unit (e.g. dangerous goods)

Load Consolidation offers:

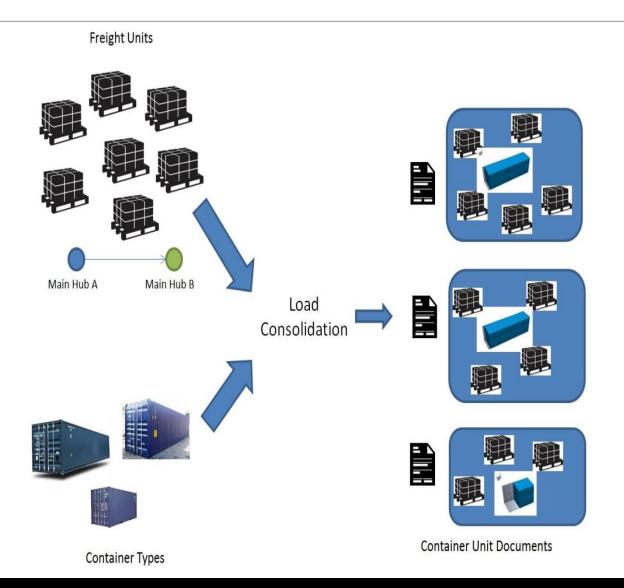
- Detailed Capacity Check
 - Considering detailed pallet dimensions and loading space
 - Considering stackability of pallets
 - Providing an exact load plan (as in SAP TM Load Planning)



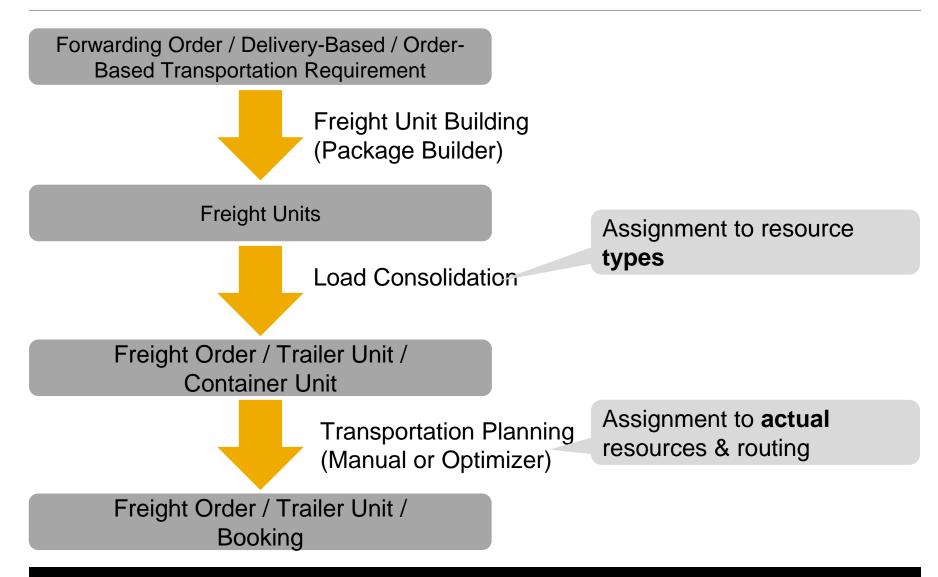
Based on the freight documents created by Load Consolidation, in the next planning step the TM Optimizer will

- Focus on routing decision
- Assign the containers to vehicles, bookings etc.

Load Consolidation Process Flow



Load Consolidation Process Flow



Transportation Management 9.4 (5/10)

World-Class & Real-time







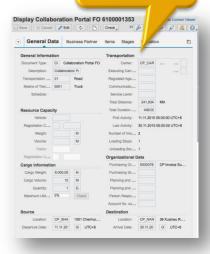
TM Collaboration Portal

- Freight Order for Confirmation
- Subsequent Carrier Invoices
- Credit Memo Creation
- Multiple Invoicing Carriers
- Freight Agreement Award Confirmation
- Freight Agreement Rate Changes
- Multi Term Search (search field in TM Portal)

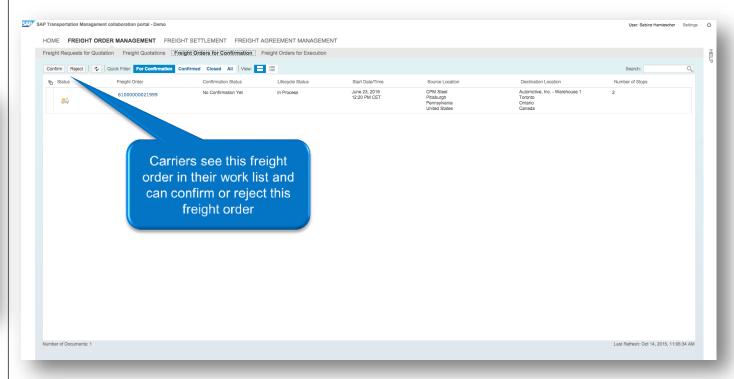
Freight Order for Confirmation



Create freight order in TM and assign Carrier



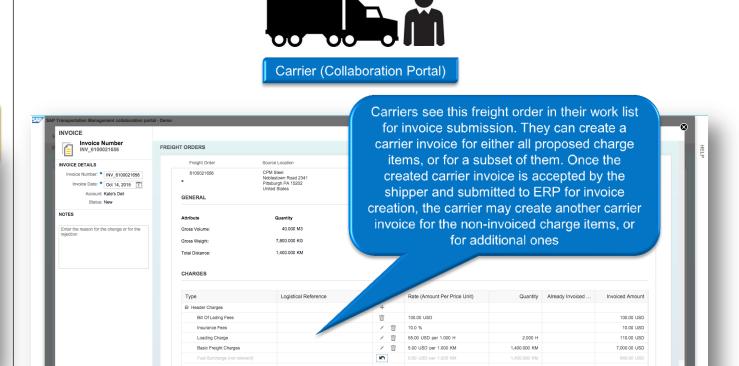




Subsequent Carrier Invoices







/ 🔟

Industrial Supplies, Inc Portland Ave S 342

Minneapolis MN 55408

7.00 USD

September 15, 2016

November 2, 2016

⊕ Tax

Total Amount:

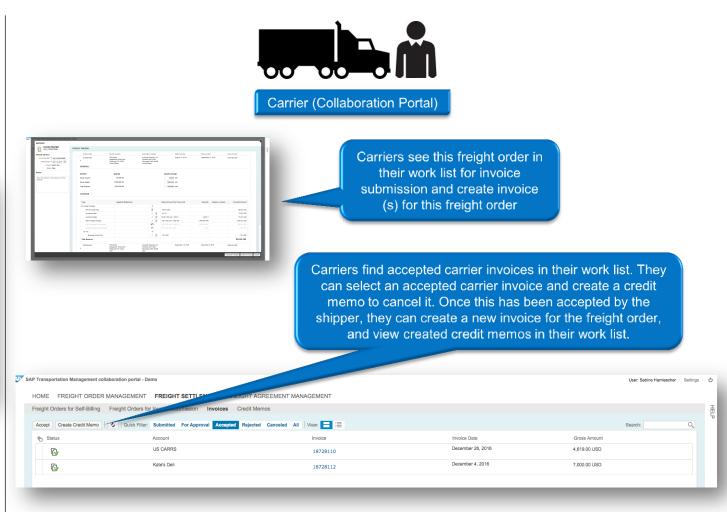
Rusiness Income Tay

Pittsburgh PA 15202

7.00 USD 8074.50 USD

Credit Memo Creation



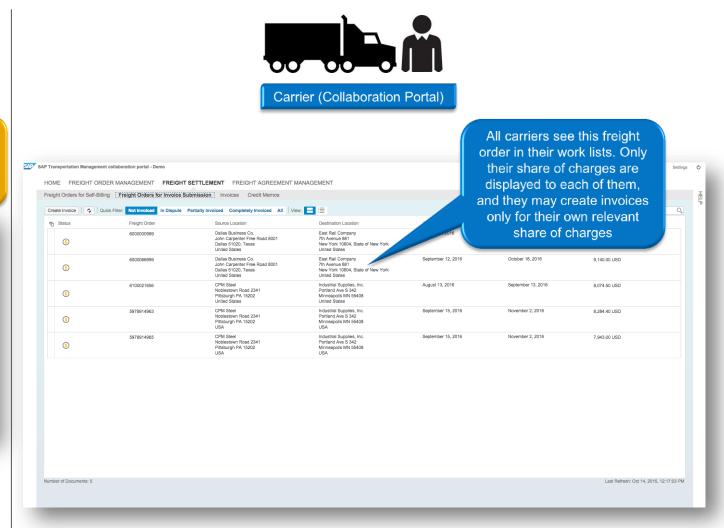


Multiple Invoicing Carriers



Create freight order in TM and assign multiple carriers: one as the main carrier and additional ones as Additional Agreement Parties



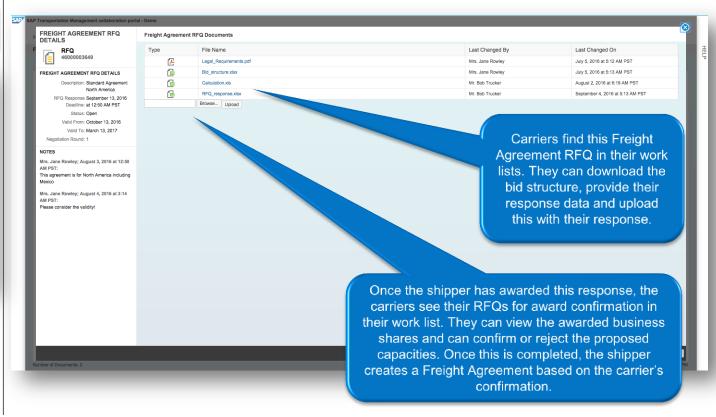


Freight Agreement Award Confirmation







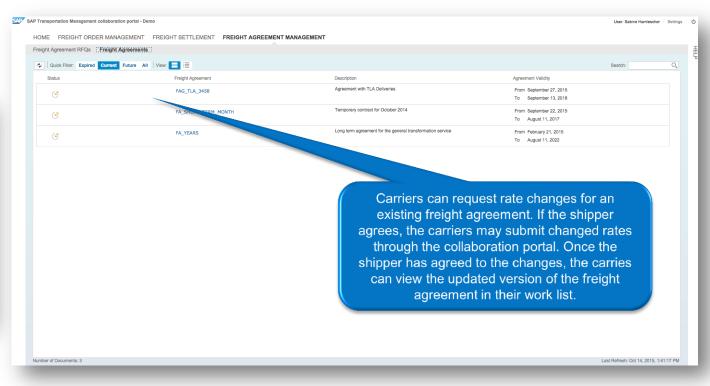


Freight Agreement Rate Changes









Transportation Management 9.4 (6/10)

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Profitability per Forwarding Order

- Plan vs. Expected Cost
 FWO Profitability calculation via Batch to enable profitability calculation
 based with every change in the execution which Is relevant for freight
 cost or revenue update changes
- Enhanced Logic to capture the Profitability for
 –Export/Import FWO ,
 Service Order Costs, Drayage Order Costs
- Cost Distribution in TM Service Order

Transportation Management 9.4 (7/10)

World-Class & Real-time







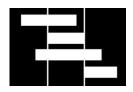
Strategic Freight Procurement

- Possibility of Freight Agreement updating with the same rate tables with a new validity record (instead of a new rate table)
- Enable the post award process prior to contract
 - sending of awards to carriers for confirmation
 - Follow up process post carrier acceptance/rejection
- Rate change impact
- Collaboration Portal Integration for Award Confirmation

Transportation Management 9.4 (8/10)

World-Class & Real-time



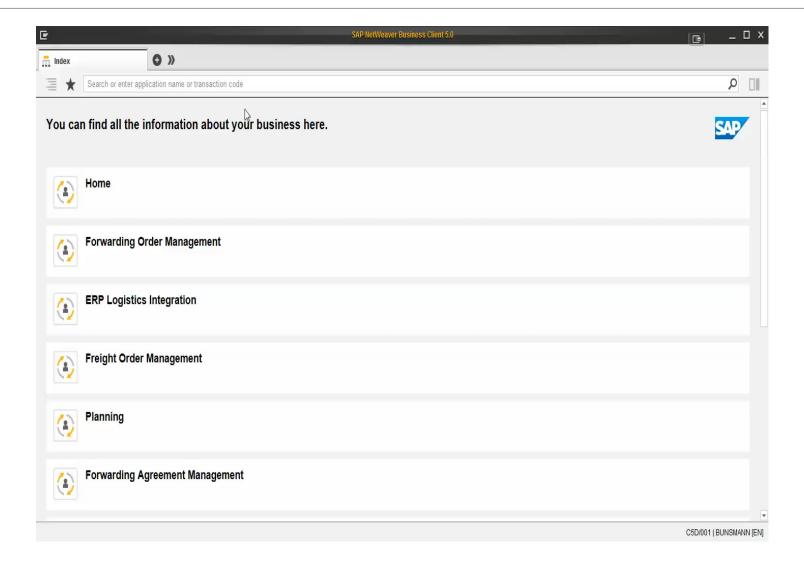




Collected TM Enhancements

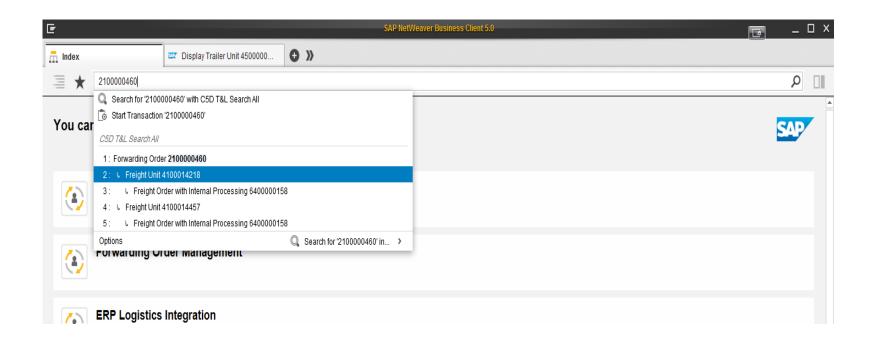
Search Engine for TM

NWBC Search Bar used for Quick Search



TM Search

- Search for an ID of your TM document
- Search for secondary ID's, e. g. Buyer's Reference Number for Forwarding Orders
- Document Flow is displayed in the result list



Transportation Management 9.4 (9/10)

World-Class & Real-time



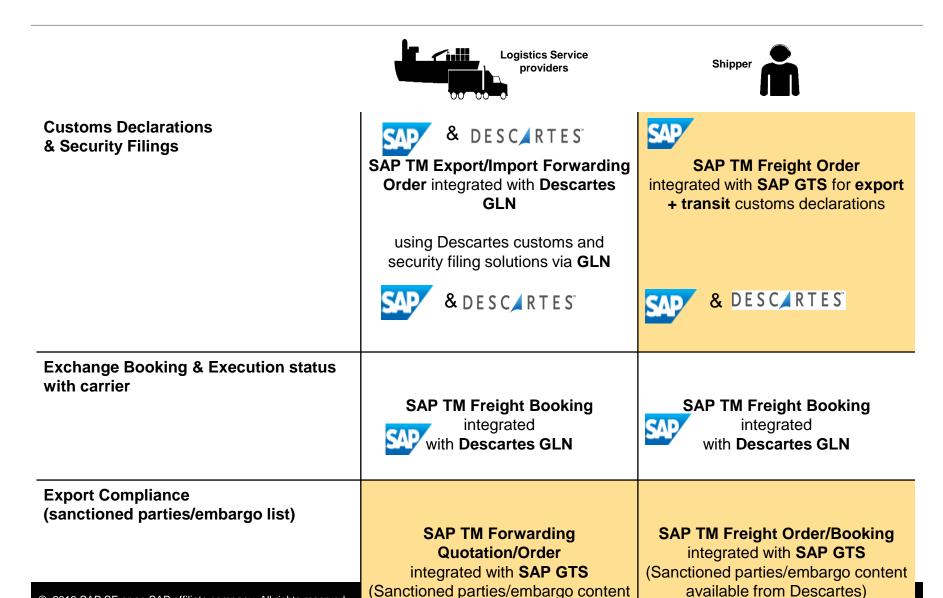




SAP TM – Descartes GLN Integration

Air and Ocean Freight Booking incl. Execution
 Send booking request to carrier and receive booking confirmation
 Booking cancellation
 Execution messages to carrier (electronic Air Waybill; shipping
 instructions for ocean)

Positioning of SAP and Descartes solutions



available from Descartes)

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Transportation Management 9.4 (10/10)

World-Class & Real-time



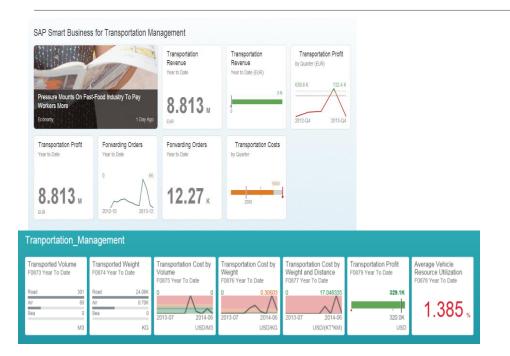




Real-time analytics for SAP Transportation Management

- Realtime Analytics based on Core Data Service (CDS) views which are fully integrated into TM backend application (later in 2016)
- SAP HANA Live for TM 2.0 (TM 9.3 upwards)
 Changes to the data structure after refactoring has been adjusted for Analitics
- New SAP Smart Business Content for TM planned in Q1 / 2016 (Analytical Fiori Apps)
- Prototype based on new Overview Pages (OVP) technology

SAP HANA Live for Transportation Management



Description

 Supports the transportation manager in the identification and valuation of his operational business and provides cost and revenue based information in real time.

Capabilities

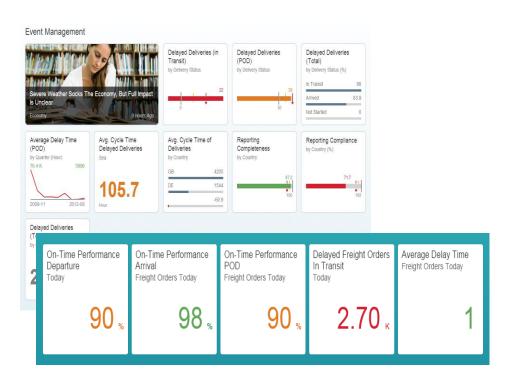
- Real-time analysis of forwarding and freight orders as well as ERP order and delivery based transportation requests, costs, revenues, utilization, discrepancies and dangerous goods and other important key figures
- Drill-down and insight-to-action capabilities
- · Collaboration via e-mail and SAP JAM
- Virtual data model providing a harmonized data access to transportation management analytical data

Key performance indicators

- Transportation Cost
- Transportation Cost by Volume
- Transportation Cost by Weight
- Transportation Cost by Weight and Distance
- Transportation Revenue
- Transportation Profit
- Transportation Requirements
- Forwarding Orders

- Freight Orders
- Transportation Discrepancies
- Average Utilization
- Average Vehicle Resource Utilization
- Dangerous Goods
- Transported Volume
- Transported Weight

SAP HANA Live for Event Management



Description

 SAP Smart Business for event management is a collection providing an overview of the most important key performance indicators for a transportation manager. It allows the transportation manager to monitor the operational transportation business based on the latest reported events

Capabilities

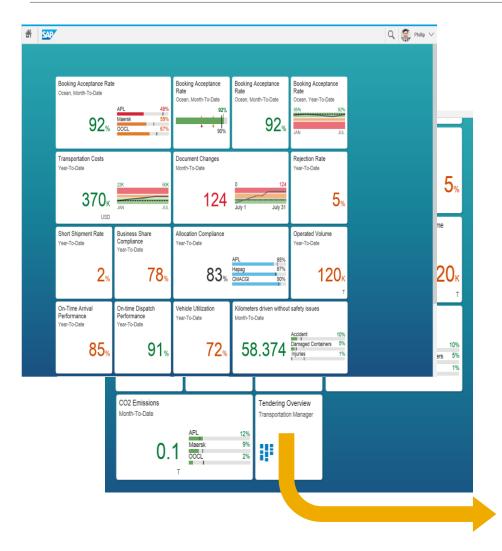
- Delays of deliveries or freight orders in transit or those that arrived at customer sites with an overdue proof of delivery (POD)
- Different On-Time Performance measures, reflecting sensitive spots in your supply chain
- Average cycle times (time between the actual event dates and times of: when picking begins and the last event POD)
- Reporting completeness and compliance what percentage of transports were reported and how accurate were those reports?

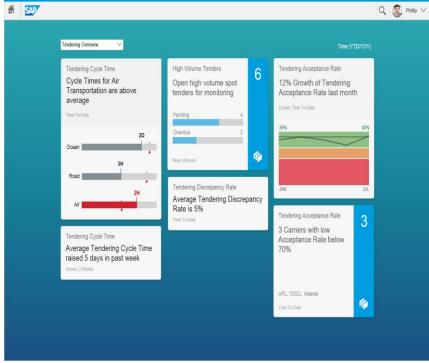
Key performance indicators

- Avg. Cycle Time Delayed Deliveries POD
- Avg. Cycle Time of Deliveries
- Average Delay Time (POD)
- Delayed Deliveries (in Transit)
- Delayed Deliveries (POD)
- Delayed Deliveries (Total)
- Reporting Completeness
- Reporting Compliance

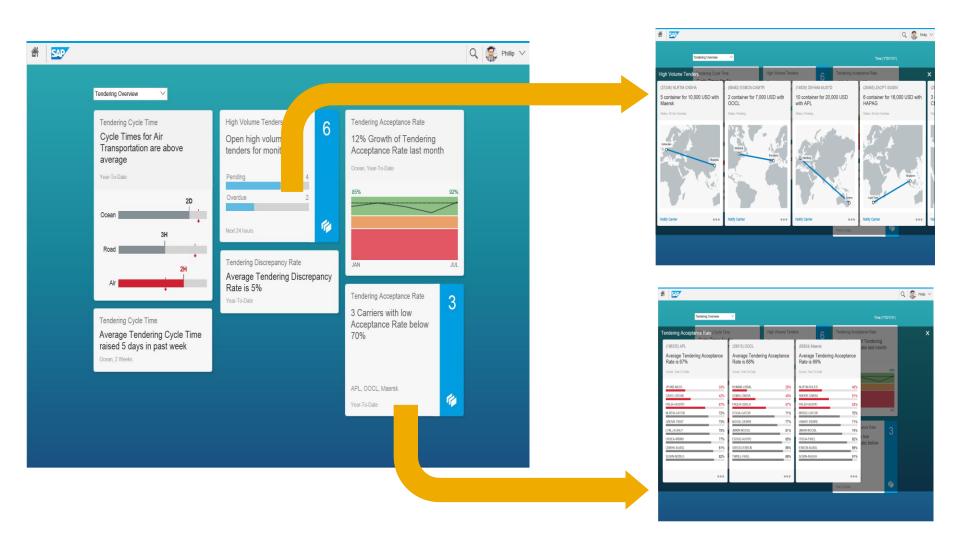
- On-Time Performance Departure
- On-Time Performance Arrival
- On-Time Performance POD
- Delayed Freight Orders In Transit
- Average Delay Time

SAP TM: Analytics mit HANA





SAP TM: Analytics mit HANA



Transportation Management 9.4 (10/10)

World-Class & Real-time



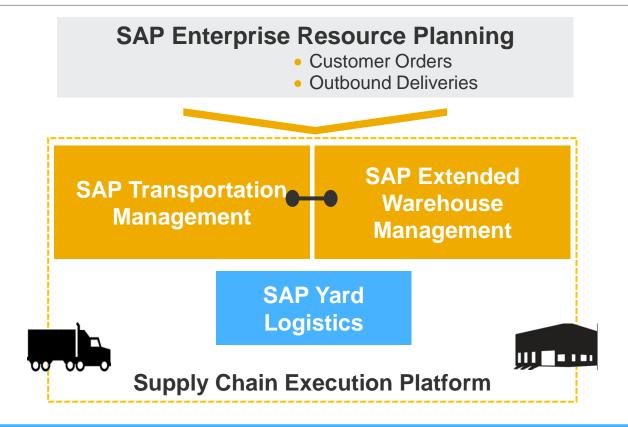




SAP Yard Logistics (FBS Solution)

- In Cooperation with TM Custom Development
- Yard Logistics is integrated with SAP TM

SCE – Platform with SAP Yard Logistics



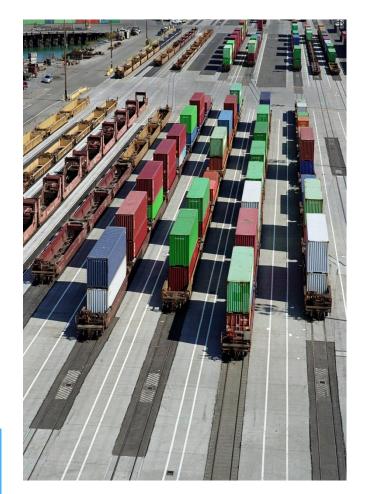
End-to-end, integrated logistics fulfilment platform with transportation planning, yard management and warehouse execution via interfaces between SAP TM, SAP YL and SAP EWM

Background

Requirements of our customers for a Yard Management system are

- Visibility
- Planning, execution and settlement in **one** central system
- Flexibility and standalone capabilities
- Integration in existing business processes
- Technical integration capabilities (mobile device, RFID, scales, barriers, other systems, etc.)
- Easy and intuitive User Interfaces

SAP's answer:



SAP Yard Logistics

Main Capabilities

- In the first release the solution will focus on truck and rail yard processes.
- Due to the flexible SAP Yard Logistics architecture it can be adopted to fit to further yard types (e.g. container yards) within implementation projects.

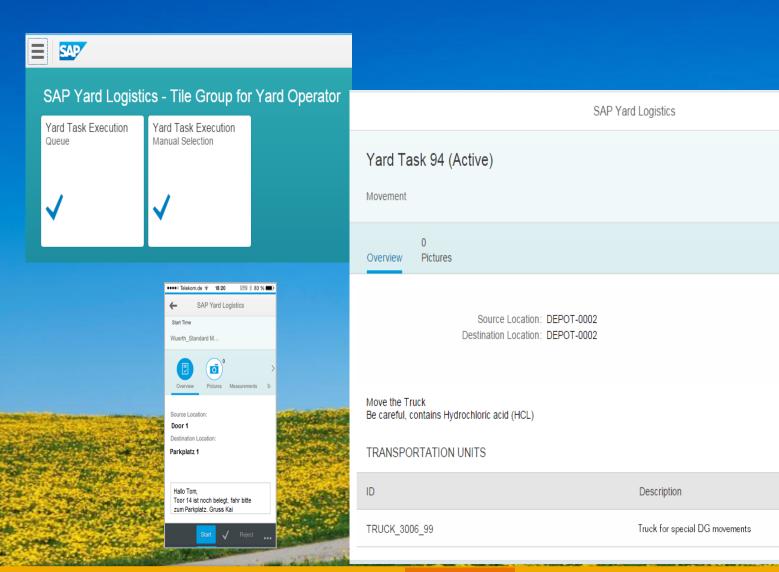


SAP Yard Logistics

Summary

SAP Yard Logistics

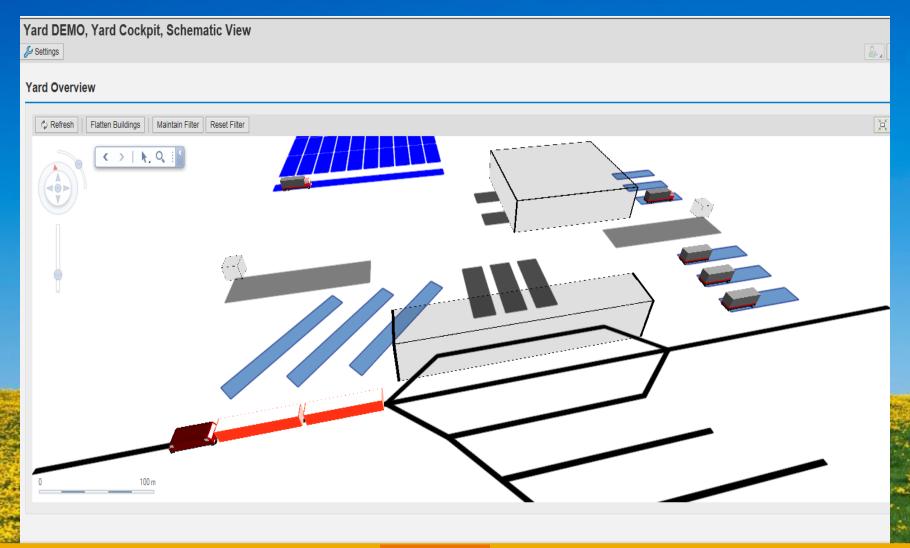
Mobile Transaction for Task Execution



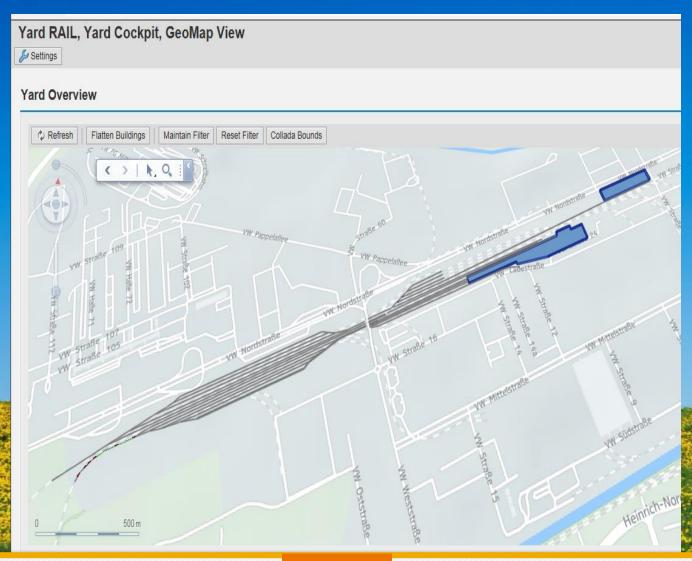
SAP Yard Logistics

10:23 AM Start Time

SAP Yard LogisticsVisual Yard for Yard Disposition



SAP Yard Logistics Demo



Introduction

Supplementary Services

SAP Yard Logistics

SAP Transport Resource Planning

Summary

Join Us

Transportation Management 9.4 (10/10)

World-Class & Real-time







SAP Transportation Resource Planning (FBS Solution)

- In Cooperation with TM Custom Development
- Transportation Resource Planning is integrated with SAP TM
- Delivers support to provide the right resource at the right time and right location to fulfill the customer demand at a minimal cost

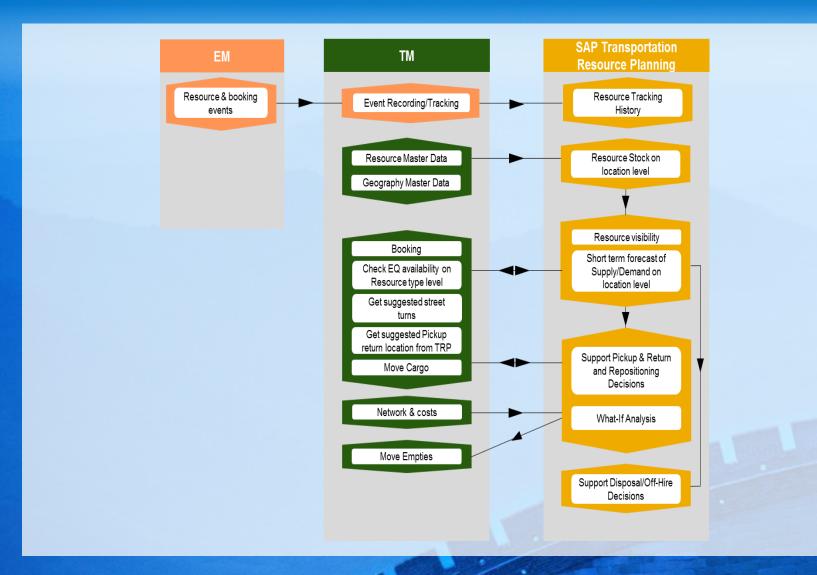
SAP Transportation Resource Planning

Delivers support to provide the right resource at the right time and right location to fulfill the customer demand at a minimal cost.

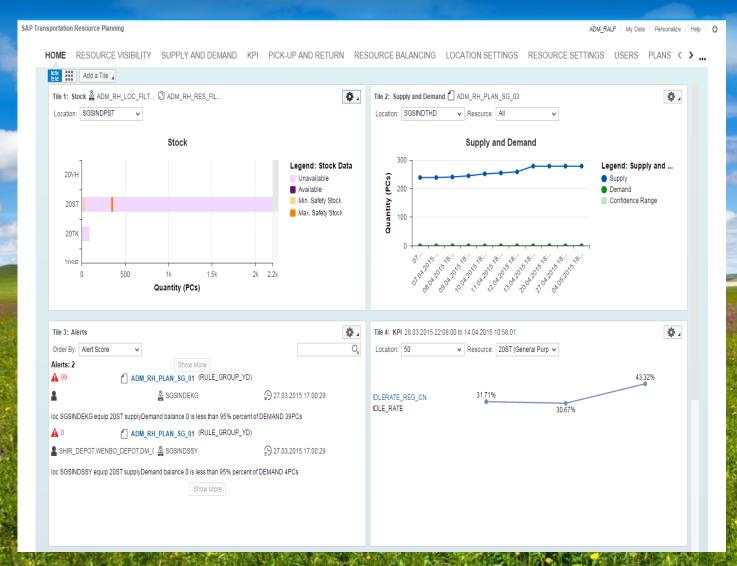
- Increase the visibility of transportation resources
- Determine supply and demand of empty transportation resources incl. forecasts
- Take decisions to avoid or optimize repositionings based on calculated provisioning and return locations
- Balance the stock of empty resources
- Trigger plan execution in the transportation management system
- Monitor resource related KPIs

Relevant business processes Transportation Resource Lifecycle **Loaded Railcar Flow** Move Empty to Demand Move Full Raillcar Raillcar **Empty Flow** Move Full Raillcar From Yard to Train Service Procure/ Lease & Balance (Reposition) Raillcar On-hire Raillcar Move Full Raillcar on Rail track Off Hire Raillcar Maintain and Repair Raillcar Move Full Raillcar to Shuttle Train Service Move Full Raillcar to Yard Move Empty Raillcar to Yard Depot/Demand **ÜÜ**

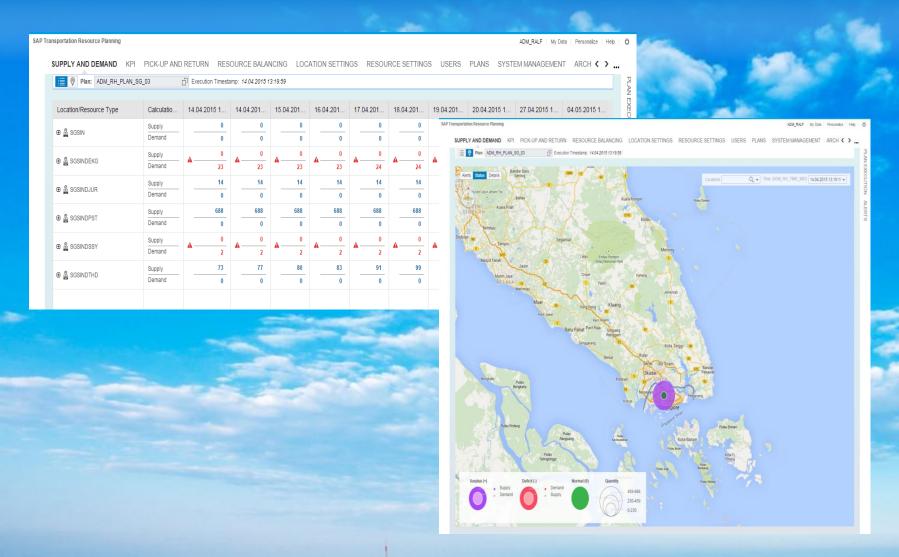
Architectural overview



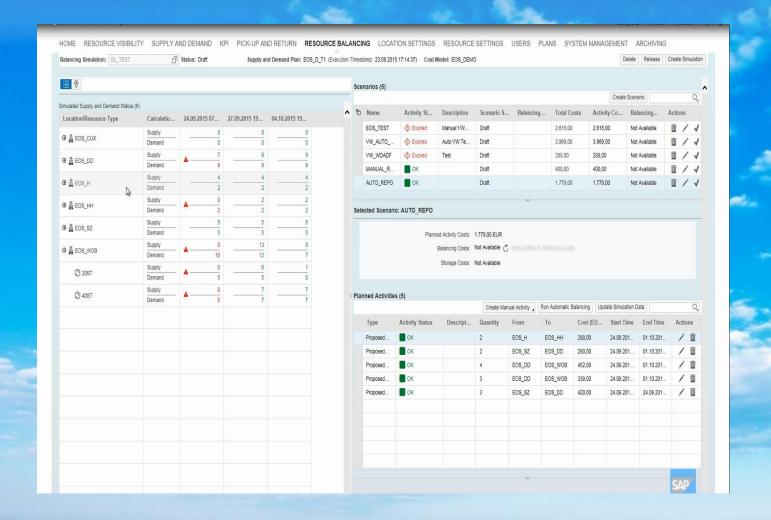
Process flows and screen views Landing Page SAP Transport Resscorce Planning



Process flows and screen views Supply and Demand

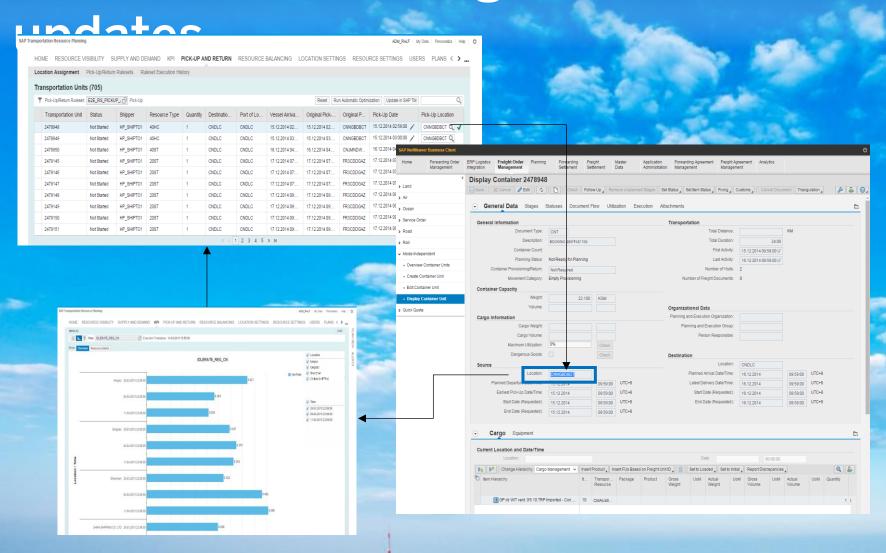


Resource Balancing & Simulation



views

Plan Execution and get



Transportation Management 9.4 (10/10)

World-Class & Real-time



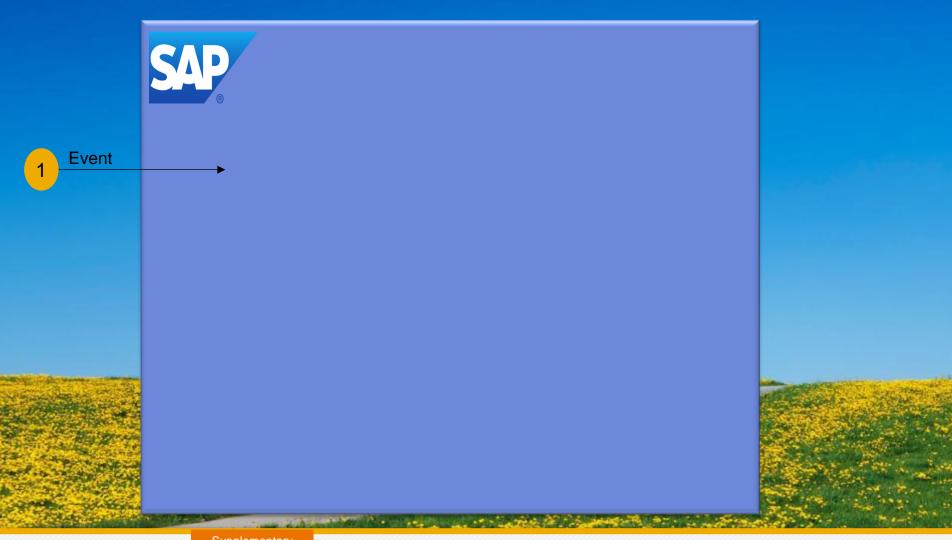




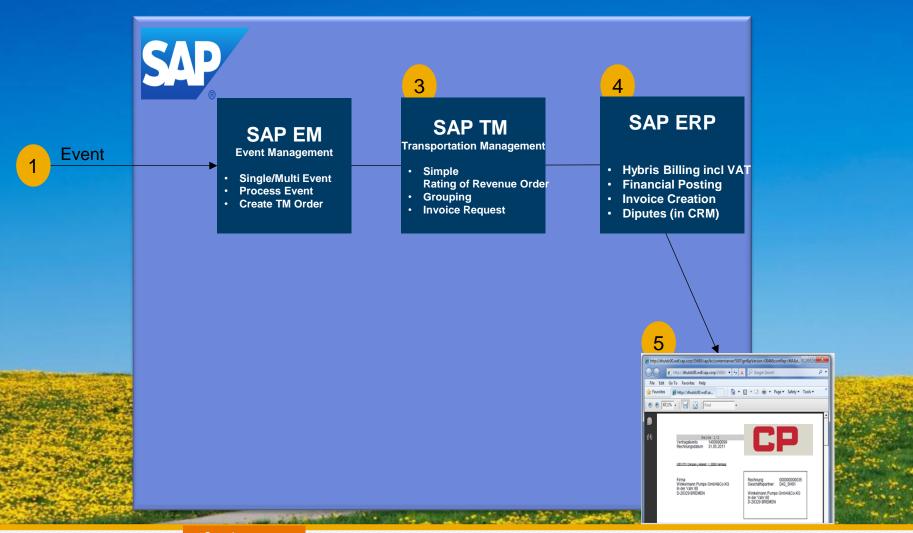
Supplementary Services for Railways (SSR)

- In Cooperation with TM Custom Development
- Transportation Resource Planning is integrated with SAP TM
- Many services related to railcar movements, storage, documentation, and safety may result in the assessment of charges
- Determined based on the rules defined in tariffs within a product catalog as general terms
- Exceptions can be defined in customer specific contracts
- Along with events reported by various applications or business processes
- Simple SSR Type which results in a flat charge for a specific activity such as cleaning or inspection of a car with an invoice issued for each service typically manually reported
- Complex which involves a sequence of activities that take place over a period of time with billing for multiple services on a periodic basis including charges that may be offset by credits. The activities can be reported manually and for mass processing automated from external sources.

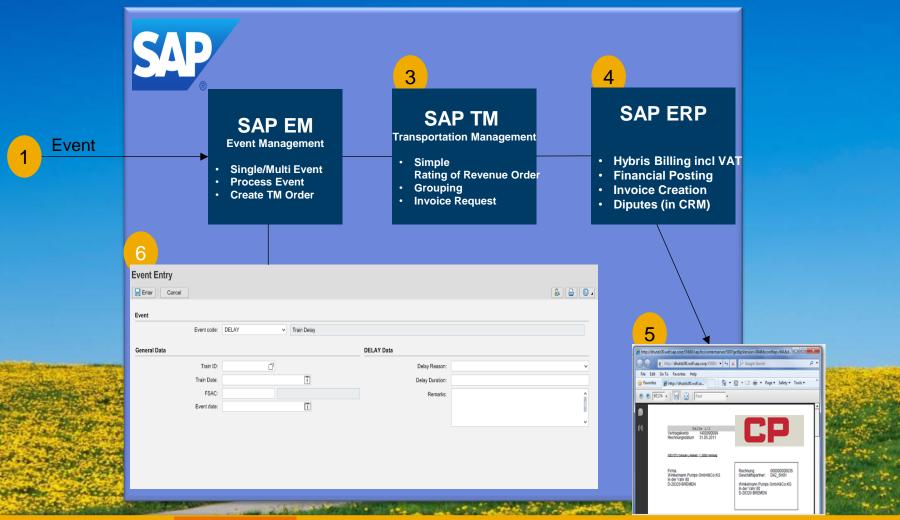
The solution with SAP Event capturing



The solution with SAP Event capturing & automated processing



The solution with SAP Correction Screen automated generated for CRM triggered disputes





You're welcome

TM Product Management

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