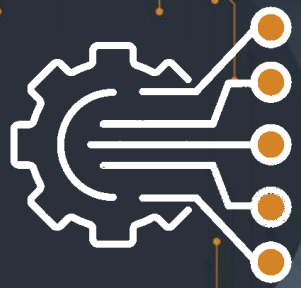
consenso

SUCCESSFUL SAP PROJECTS

Automation

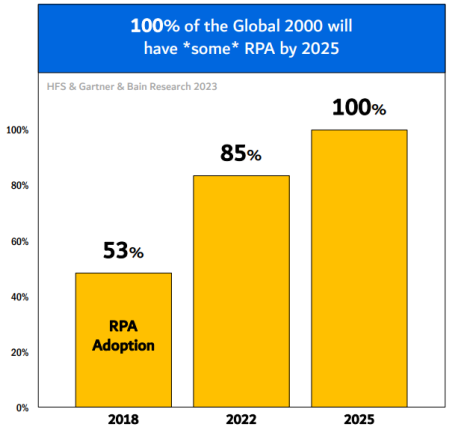
Increase digital maturity and generate measurable benefits immediately!



GARTNER. HYPER-AUTOMATION

Reduction of operating costs & scaling through automation

The topic of hyper-automation was identified by Gartner as one of the 10 most important strategic technology trends in 2022. According to Gartner, hyper-automation will help companies reduce their **operating costs by 30 per cent by 2024**.

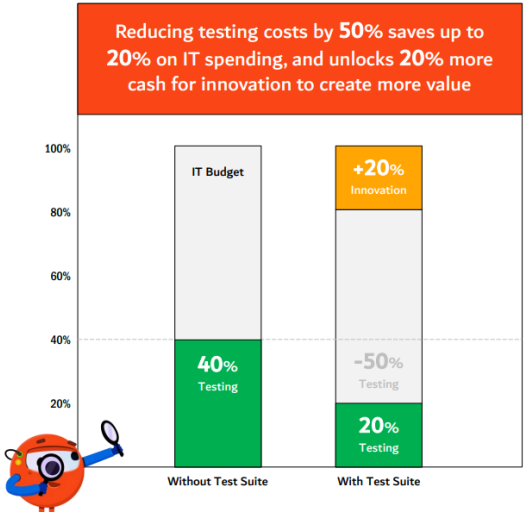


EY
30-50% of RPA deployments fail

BAIN & COMPANY
43% fail to achieve cost savings target

ABBYY
50% of RPA projects have positive ROI

FORRESTER®
70% plateau at less than 50 bots



Gartner
2023 CIO Agenda

Deloitte.
2022 CEO Survey

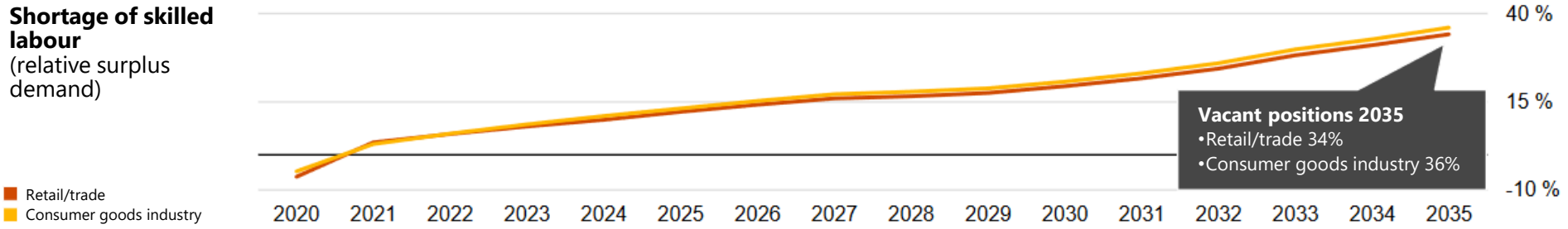
FORRESTER®
2022 CIO Insights

pwc
2023 CEO Survey

EY
2023 Board Priorities

McKinsey & Company
2022 CIO Perspectives

GARTNER. AUTOMATION AGAINST SKILLS SHORTAGE



According to the forecast, by 2035

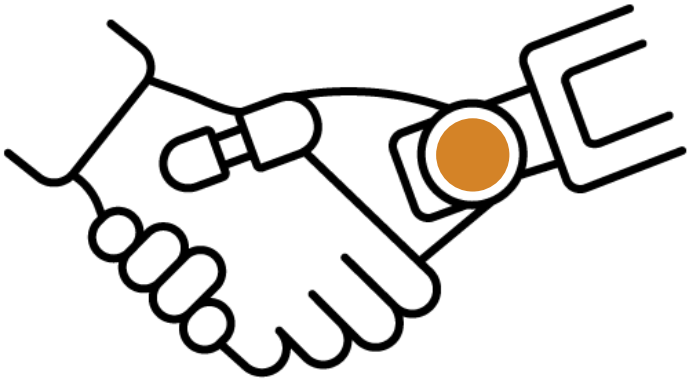
- 34% (equivalent to **1.95 million jobs**) of the skilled labour positions in **retail/trade**
- 36% (equivalent to **0.6 million jobs**) in the **consumer goods industry**

remain vacant.

RPA PARTNERSHIP. CONSENSO AND UIPATH

consenso

- Extensive process expertise and SAP consulting expertise in the retail sector
- Methodological expertise in architecture design and implementation
- Digitisation experience
- Change and culture management
- Distinct and codified knowledge

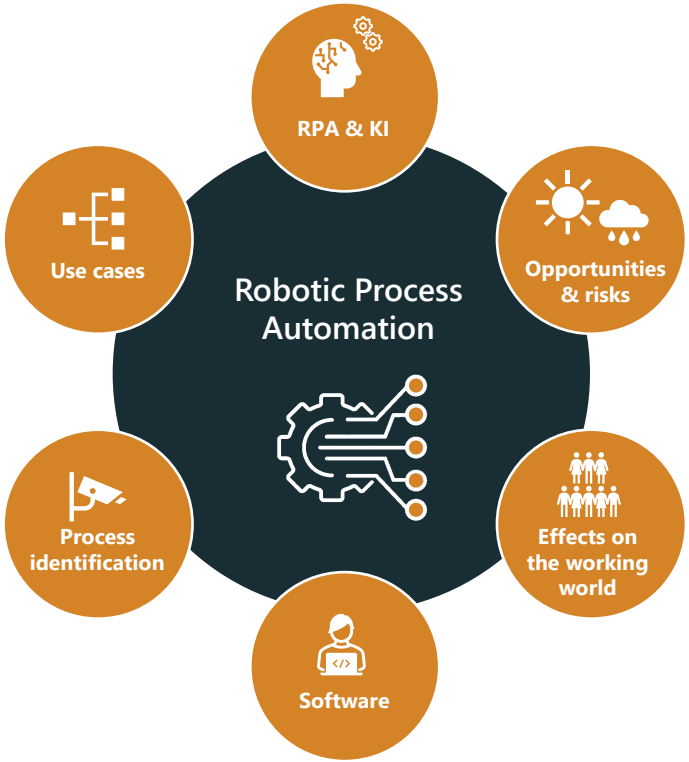


UiPath™

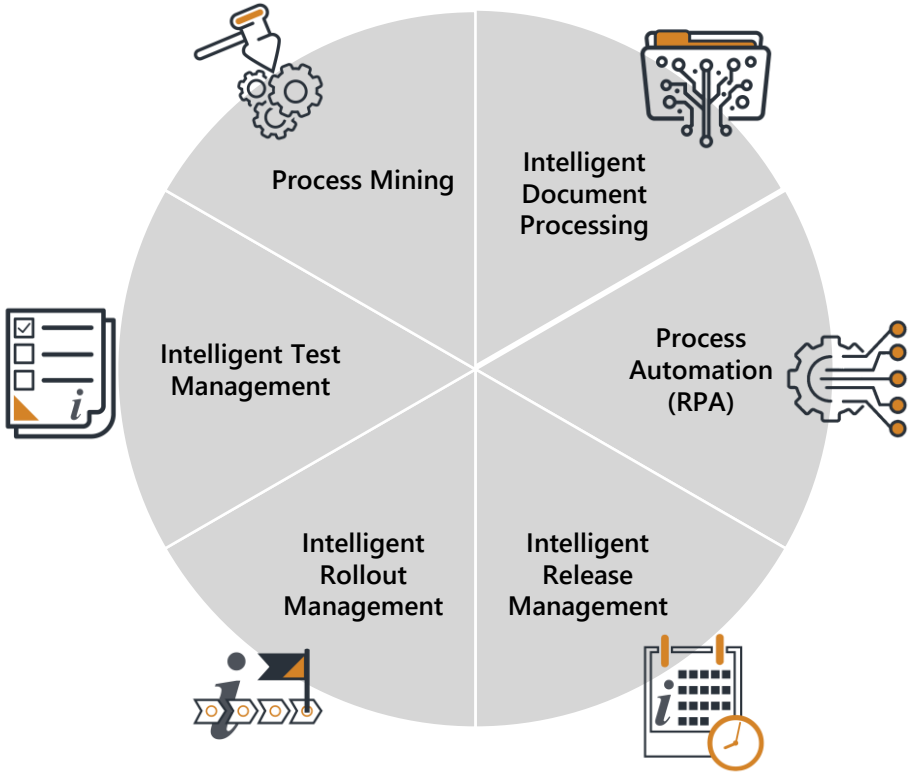
- Extensive expertise in automation across all industries
- Operates platform for Robotic Process Automation (RPA or RPAAI) for business customers
- Industry-leading integration of automation with AI

RPA. MEANING

- Mimic application steps on the GUI
- "Digital worker" with intelligent options
- Low code approach for rapid implementation
- Automated handling of business processes
- System/application-independent
- Can be combined with other technologies



EXPERIENCE DIGITALISATION & AUTOMATION IN PRACTICE



INTELLIGENT DOCUMENT PROCESSING. REFERENCE EXAMPLES

ORDER CONFIRMATION AND DELIVERY NOTE
- **Order confirmations and delivery notes are added to the order in SAP**
- Goods receipt posting is carried out on the basis of the delivery notes
- **Check mechanisms check the order confirmations**
- **Order confirmation is attached to the SAP purchase order**

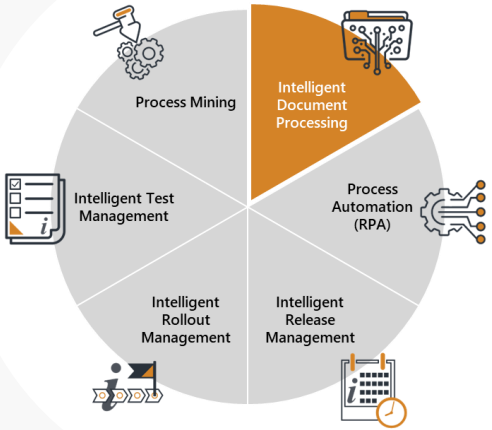
UNSTRUCTURED DOCUMENT CREATION
- Over 1 million documents need to be categorised and transferred from one SAP system to another SAP system

CREATION/CHECKING OF BILLS OF LADING
- Bills of lading from various shipping companies are checked for errors and discrepancies
- Integration of the waybills in SAP S/4HANA

CREATION/POSTING OF WORKSHOP INVOICES
- Workshop invoices are compared with the cost estimate
- After passing various checks, they are posted in

PROCESSING OF SPEEDING TICKETS
- Processing of speeding tickets, parking tickets, etc.

POSTING OF INVOICES
- Invoices are posted automatically. The bot therefore runs through an account determination and posts to different accounts for each business partner



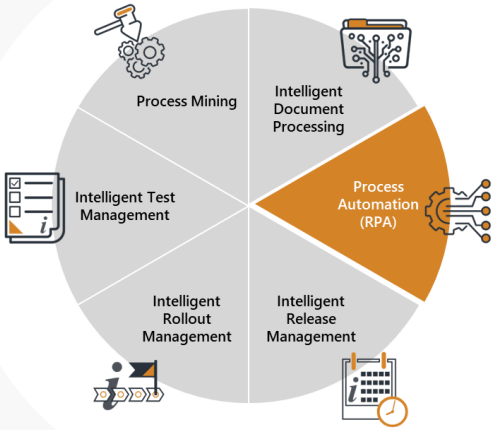
RPA. REFERENCE EXAMPLES

MIGRATION
- Automated migration of mailboxes
- Automated migration of business partners
- Automated loading of sales data into SAP

OPERATING
- Automated creation of invoices from email inboxes
- Automated posting of invoices older than 14 days
- Automated supply of master data to peripheral systems
- Automated creation of partner agreements
- Automated inventory creation and posting of all inventory data
- Delivery note allocation - open GR and RE are to be sent to management and tax consultants at market level

MONITORING
- Automated checking of cost centre groups
- Automated checking of inventory management profiles
- Checking and planning of printer jobs
- QA for created partner profiles
- Technical Idoc monitoring

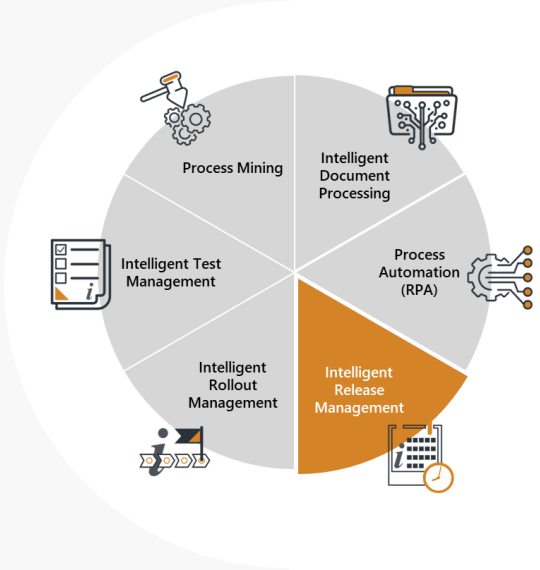
EDITING OF MASTER DATA
- Creation and modification of article master data
- Creating and changing business partners
- Creating and changing condition records
- Creating and changing factory calendars
- Blocking and unblocking articles



INTELLIGENT RELEASE MANAGEMENT. REFERENCE EXAMPLES

RELEASE UPGRADES
- Automated regression tests after release upgrades
- Automated form tests

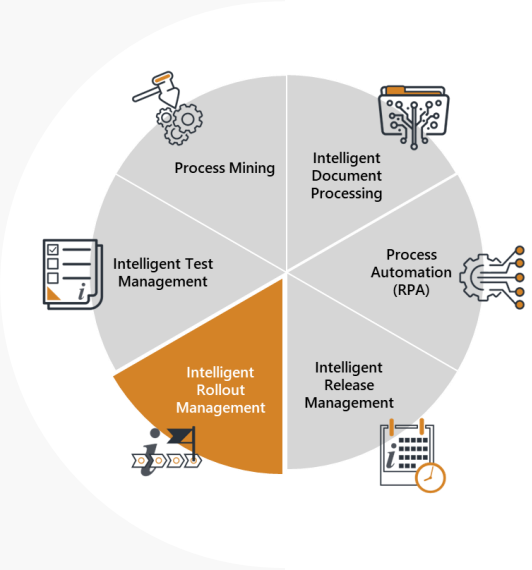
SOFTWARE AUTOMATION
- Automated installation of POS software
- Automated rollout of POS software



INTELLIGENT ROLLOUT MANAGEMENT. REFERENCE EXAMPLES

AUTOMATION OF CUTOVER ACTIVITIES AND ROLLOUT

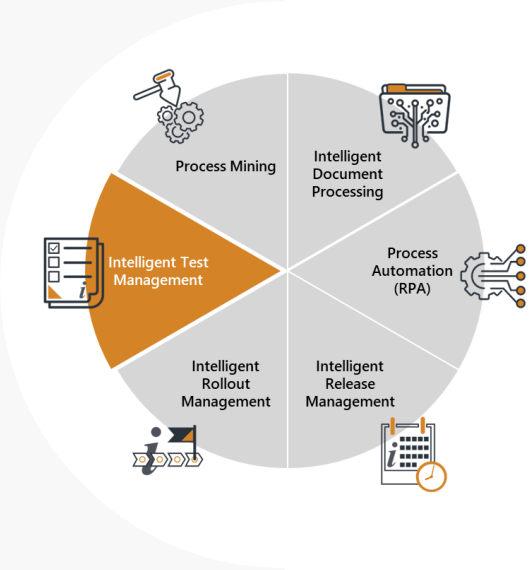
- Automated processing of customizing
- Automated checks of basic processes
- Automated support for expansion tasks for companies
- Automated technical monitoring
- Automated creation and modification of master data
- Automated expansions (warehouses and markets)



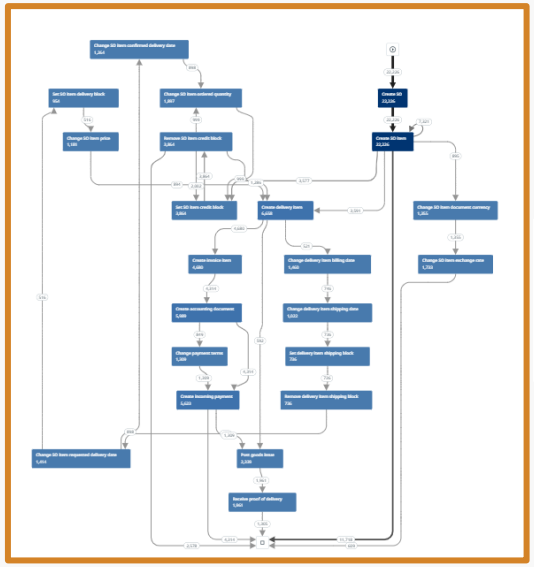
INTELLIGENT TESTMANAGEMENT. REFERENCE EXAMPLES

TEST AUTOMATION

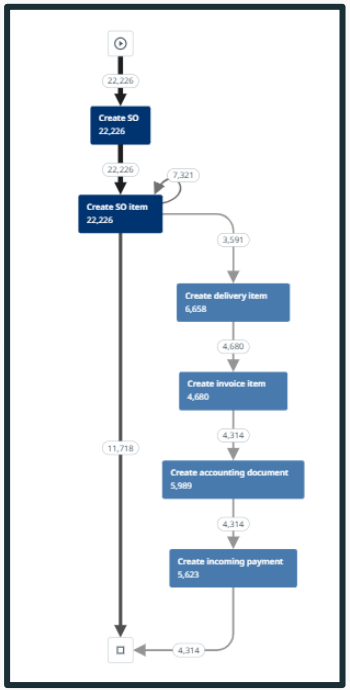
- Automated function tests for E2E processes (e.g. order-to-cash, purchase-to-pay or accounting)
- Automated tests after POS-upgrades
- Automated interface tests
- Automated mobile device testing

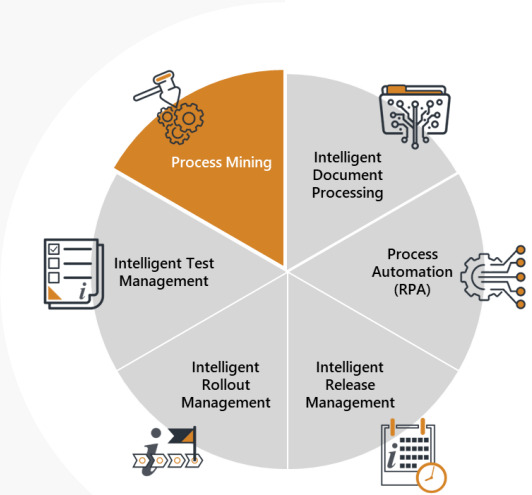


PROCESS MINING



Process Mining





Use Cases

FOOD RETAILING. ROLLOUT OPTIMISATION

INITIAL SITUATION

The customer needs a scalable and secure solution for GH (wholesale) & EH (retailer) rollout.

SOLUTION

INTRODUCTION OF RPA

- Dynamic linking of processes
- Automation of more than 200 cut-over points
- Development of an internal infrastructure

COSTS
Savings of 50% through long-term scaling

TIME
about 9 months

QUALITY
- Increasing the work quality by avoiding night work

FOOD RETAILING. INVENTORY AUTOMATION

INITIAL SITUATION

Regular inventories with night processing (up to 600 per day)

SOLUTION

FULLY AUTOMATED SOLUTION

- Use of the action centre
- Dynamic linking of processes

COSTS
Saving 10 FTEs for 3 years

TIME
Realisation in about 6 months

QUALITY
- Independent of time of day, only error handling necessary

AGRICULTURAL TRADE. FORM CHECK

INITIAL SITUATION

Regression tests for forms (essential for every system or release change)

SOLUTION

FULLY AUTOMATED SOLUTION

- Use of the Test Manager from UiPath
- Scheduling of process chains and various test cases

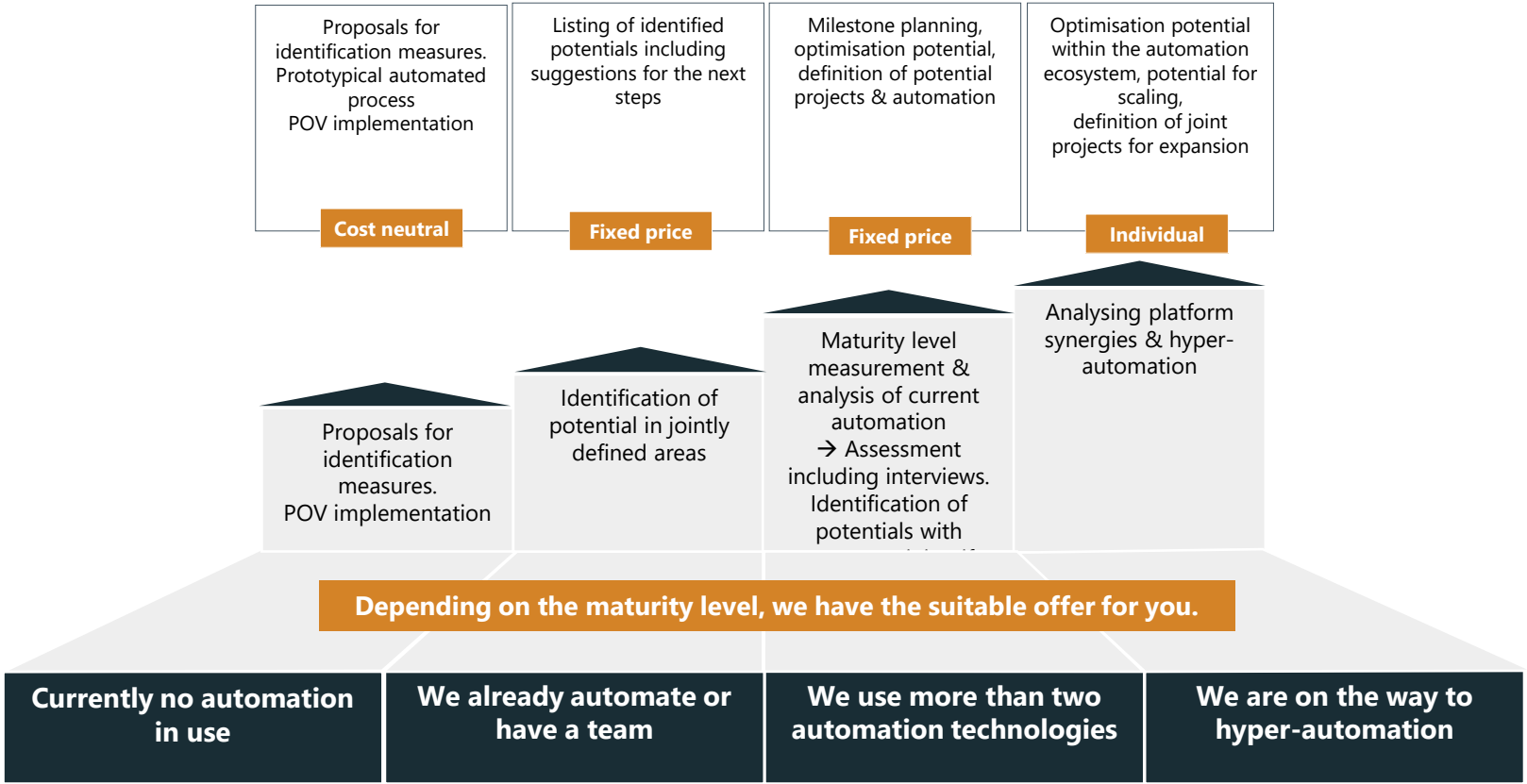
COSTS
Savings of around 20 PT per release or change

TIME
Realisation in about 1 month

QUALITY
- Immediate feedback, no weekend activities

Our Offer

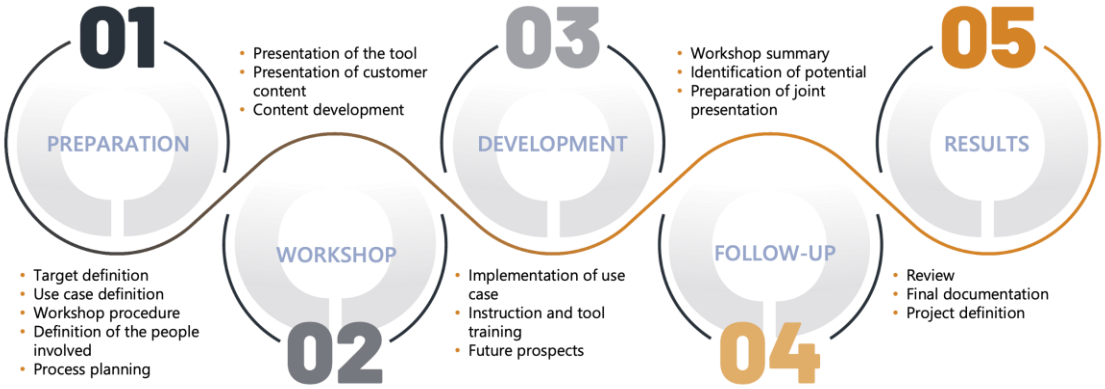
OUR OFFER


Proposals for identification measures. Prototypical automated process
POV implementation
Cost neutral
Listing of identified potentials including suggestions for the next steps
Fixed price
Milestone planning, optimisation potential, definition of potential projects & automation
Fixed price
Optimisation potential within the automation ecosystem, potential for scaling,
definition of joint projects for expansion
Individual
Proposals for identification measures.
POV implementation
Identification of potential in jointly defined areas
Maturity level measurement & analysis of current automation
→ Assessment including interviews.
Identification of potentials with
Analysing platform synergies & hyper-automation
Depending on the maturity level, we have the suitable offer for you.
Currently no automation in use
We already automate or have a team
We use more than two automation technologies
We are on the way to hyper-automation

OUR OFFER

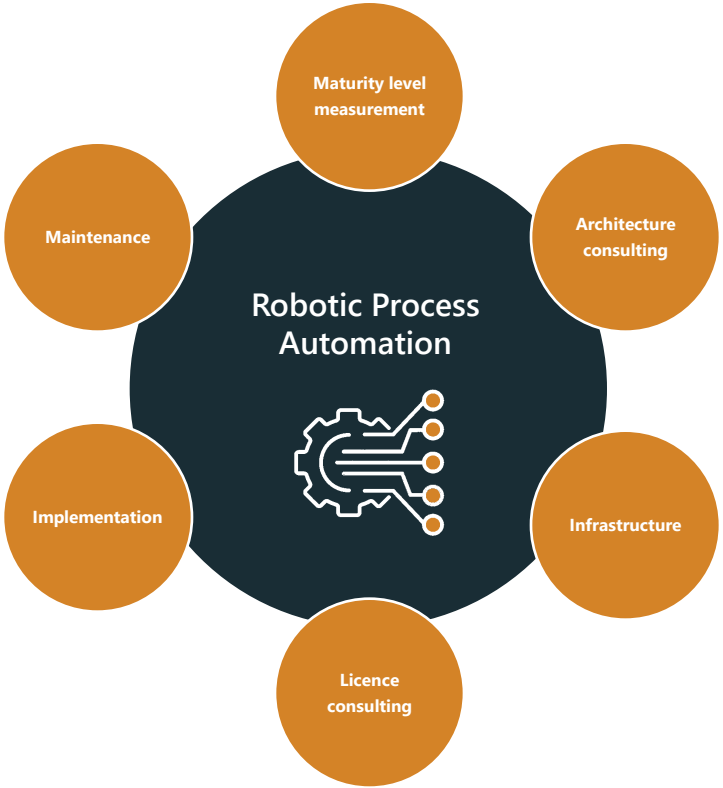
Proven benefit in 4 weeks

- Carrying out a potential analysis for the use of RPA on a cost-neutral basis
- We provide everything needed for the RPA ramp-up
  - No need for your own IT environment
  - No own licences required
  - No operation and support required (for the time being)



ROBOTIC PROCESS AUTOMATION

- Return on investment
- Increased efficiency
- Increased employee / customer satisfaction
- Quality improvement



Thank you very much!

consenso

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