Introducing BPX for the Chemical Industry
CISUG March 20, 2007

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Evangelist, BPX (Business Process Expert) Community
Introduction

BPX Target Group & Objectives

A Communication Platform & Working Environment

How to Contribute

Questions
Chemicals

Welcome to the BPX Community for the Chemical Industry

Welcome to the BPX Community for the chemical industry! We are an industry-specific community that helps professionals drive success and growth through business process innovation.

No Data, No Market - REACH Compliance

In the first part of the Registration, Evaluation and Authorization of Chemicals (REACH) blog series Karl-Franz Torres of TechniData exchanges views with Marko Lange about the consequences of the new legislation for chemical companies.

Managing the Unexpected in Complex Chemical Supply Chains (PDF 28 KB)

29 Jan 2007

Disruptions in supply chain execution make chemical companies vulnerable. Learn how adaptive supply networks help the chemical industry take on the unknown.

Chemical Industry Tackles Unexpected Events (PDF 54 KB)

29 Jan 2007

Find out how chemical industry trends and global factors have pushed information technology into the front lines for tackling unexpected events.

Chemicals Knowledge Center

Getting Started

Key Topics

Transportation in the Chemical Industry

Industry Standards and Interoperability

Industry Value Network for Chemicals

Business Maps

Chemicals Business Map

Related Areas

SAP xApp Analytics

SAP for Consumer Products
Why Does Business Process Matter?

Business Process Innovation

Enables

Business Agility

Strategic Differentiation
New Roles Emerging to Meet the Challenge

IN THE PAST
Bottleneck between business and IT is a barrier to business agility

TODAY
Enterprise Architect enables FLEXIBILITY with adoption of Enterprise SOA

IMPORTANT GROWING ROLE
Business Process Expert increases THROUGHPUT for greater business agility
Who Is the Business Process Expert?

This professional is emerging from roles like:

- Business Analyst
- Application Consultant
- Process Developer
- Business Process Architect
- Business Process Manager
The BPX Community Offering includes:

- Access to information, tools and resources
- Exchange with other BPXers to find quick answers to open questions
- Networking with other members to develop new ideas
- Artifacts for download
Example – Let The Community Help You To Answer Questions

Outsourcing of context activities to the BPX community

• Less direct burdens on solution management and field, e.g. faster expert answers in the forums
• Find real live examples on BPX provided by the members

Experience short response times and multiplication of knowledge

Average Response time on forum is 10 Minutes

Number of readers of a thread ~ 20
Example – Validate Your Ideas

Thought leadership

• Send out trail balloons and get direct feedback
• Increase ‘on target’ by interaction with a wide audience

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Example – Gather Ideas From Other Industries

Build business cases

- Access a wider audience to create a business case and not only our ‘old’ friends
- Build cross industry business cases

Sales & Operations Planning - the most important KPI's for the S&OP process

Company: SAP AG
Posted on Dec 05, 2006 04:34 AM in Business Process Expert / Consumer Products

Sales & Operations Planning is a management process that coordinates major pieces of the organization's operational functions. Companies who have successfully established S&OP understand the probable impact managers can directly see impacts of their decisions and we all know that the ability to see into the future is a vital skill. Furthermore, S&OP helps organizations link any supply chain strategy with operational execution. S&OP will, however, share your reality that you were off-track. The process helps the organization to work on the overall framework set by the leadership team. People are committed to work within the system in a very company hits a key goal, there are back-up teams. The goals and the company’s performance review – and also the goals require the definition of KPI’s. Which KPI's do you need to make sure you have the visibility on?

First part of the S&OP blog series

To answer this and other questions about S&OP we provide a series that gives you a deeper insight into SAP’s S&OP consultants, a well-known expert in S&OP with over 10 years of experience. You may not know about the process at all! Then please read this last chapter. What does it mean to you?

Which KPI’s are the most important for S&OP?

Sapian

Blogs

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[Image: Sales & Operations Planning - the most important KPI's for the S&OP process]

Company: SAP AG
Posted on Dec 05, 2006 04:34 AM in Business Process Expert / Consumer Products

Hi, any idea the most critical KPI's in the area KPIs - Public Sector for Health Attention?

Thank you...

- KPIs - Public Sector for Health Attention
  2006-12-05 02:50:50 Duncan Alexander [Business Card] [Reply]

That's a question! Again it depends on the organization's strategy (or governments in this case).

In a less developed economy, public health measures might focus on childhood vaccination and availability of safe drinking water. In a western economy, these basics are taken for granted, so you would be measuring perhaps density and the number of doctors.

Similarly in primary care, the less developed country might be measuring the number of doctors per 1000 population, while the developed economy might be measuring the average wait time to see a consultant after referral.

- Number of KPIs
  2006-12-05 02:51:03 Duncan Alexander [Business Card] [Reply]

The list of KPIs above is an exhaustive list. It needs to be tailored to the business requirement. For a top-level executive dashboard / balanced scorecard used in the Senior Management, the key step of the S&OP process 35 to 20 strategic KPI's might be acceptable. The best benefits from an S&OP process perhaps 5 or 4. Measuring how well the mechanics of the processes are working perhaps 6 or 7.
BPX as a Working Environment: RoundTable

Direction: Executive Advisory Council

Co-Innovation: Industry Value Network

Initiate Service Definition Group

Position strategic Business scenarios

Drive selected topics on BPX

Build the foundation for building new visions

Development: Enterprise Service Community

Peer-to-Peer Support: Business Process Expert Community

ES Community allows the ecosystem to influence and define enterprise services critical to success

The Industry Value Network for Consumer Products Today

Phase 2

Phase 3

Consumer Products Advisory / ESA influence Council

SAP

Conform

xApps

Software Tools

Configuration & Optimization Examples

Collaboration

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RoundTable Missions: Innovation or Business Commodity

The working mode is to cooperate and co-innovate on an explicit topic ...

... goal can be Innovation & Thought Leadership (Fishing for ideas, buy-in, proof of concept) or Business Commodities (Standards Definitions, Service Proposals, Business Cases).
RoundTable Example: Business Commodity (Ex: Service Definition)

Identification Phase...

Post proposal for mini-project:
- Scope
- Deliverables
- Schedule/ deadlines
- Skill set

Post underlying assets:
- Business model
- Gap analysis
- Case studies
- etc

BPX RoundTable

Host of Topic

SAP Experts

Industry Enterprises

Technology Partners

Participants

Post Use Cases for Scenario

Blog on painpoints with current process

Article consolidating business requirements

Blog: how identified gaps map to services
RoundTable Example: Business Commodity (Service Def.)

Definition Phase...

- Invite to online event for Redesign of Process Model with identified service
- Post Process Model for Joint Redesign Online
- Host of Topic
- BPX RoundTable
- SAP Experts
- Industry Enterprises
- Technology Partners

Participants

- Ebook: How to define a standard service
- Article: How we derived the final version the Process with the new service
- Proof of Concept: Draft Service Definition
- Demo: How the scenario looks with the new service

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Benefits for Host and Participants

Convenience
• Has direct and frequent contact with customers, partners, and other experts, without flying anywhere
• Can download and request all the necessary background information and use it
• Access to a much wider project team without budget!!!

Connectivity
• Can post blogs and communicate in forums, depending on how structured or unstructured the information need is
• Can request or host online events on BPX or use BPX tools for synchronized, real-time connection online

Content
• Project History: all blogs, articles, ebooks, and other assets are accessible from RoundTable area of BPX
• Final result, such as service, can be accessed for download from BPX
Introduction

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How to Contribute

Questions
How to contribute? What’s in it for you?

**Exclusive Content**
- Leading Practices
- "How-to" Guides
- Whitepapers, Articles
- Newsletters
- Enterprise Services Definitions, Business Maps & Implementation

**Connectivity**
- Peer Networking
- Special Events
- Forums
- Blogs
- Wiki

**Downloads**
- Configuration and Optimization Examples
- Audio / Video Demos, eLearning
- Widgets, Wizards, Editors
- Previews, Trials, Add-Ons
- Tools, Analyzers, Development Kits
- Solution Composer

**Recognition**
- Member-Granted Points
- Awards Program
- Appreciation
- Awareness, Visibility
- Credibility
- Status
The first community to focus on helping business process experts drive process innovation through collaboration and collective learning.

Be part of a new breed of professionals who:

- **Adapt** business processes to meet specialized needs.
- **Compose** new applications from existing services to provide innovative solutions.
- **Execute** inventive processes based on legacy investments.

And are at the center of the evolution to leverage enterprise services for true business flexibility.

Join today to connect with peers through forums, blogs, and more.

[http://bpx.sap.com](http://bpx.sap.com)
Questions?

... for further information:

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