



Business Transformation in the Era of AI- SAP Innovations for Mining & Metals

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Global Head Mining & Metals,
IBU Process Industries and Natural Resources, SAP

External – SAP & Customers



SAP for Process Industries and Natural Resources Conference
18 - 20 June 2024 | Vienna, Austria

Designed for the building materials, chemicals,
metals, mining, packaging and paper industries



- **Industry trends**
- SAP Strategy driving business transformation
- Solutions & innovation examples with AI
- Summary

Mining & Metals today

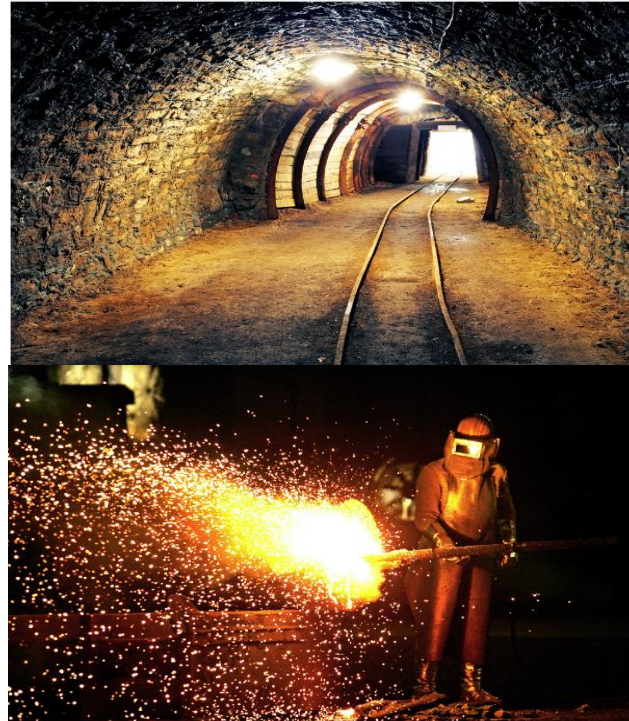
Driving factors shaping the industry for future

Growth (consolidation)

- Demand levers, Portfolio, M&A drivers.
- Prices neutrality, Ore quality
- Capital investments & lead times
- Productivity & Next gen talent

Supply Chains (reshaped)

- Disruptions & slowdown
- Energy transition & differentiation
- Geopolitics & trade policies
- Collaboration models, partnerships



Sustainability (accelerating)

- Climate & ESG, Purpose
- Decarbonization & Green investments
- Growth vs regulatory policy
- License to operate, Auditability

Energy Transition (crucial)

- Securing strategic mineral sources
- Midstream & downstream interests
- Project completion & commercial risks
- OEM race for critical minerals

Digital & innovations (anchor)

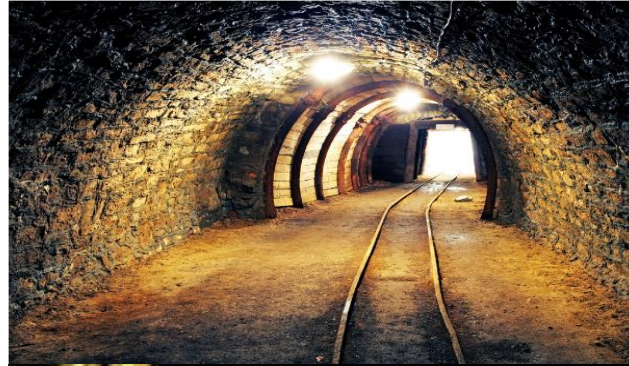
- Artificial intelligence
- Cloud, Data management framework,
- Cybersecurity
- Digital to next level,

Mining & Metals today

Industry themes & Outlook

Focus on Productivity

- Asset performance & unlock value
- Cost & Operations productivity
- Data driven insights
- Managing Talent & workforce



Sustainability at the core

- Decarbonization investments
- Sustainability management & tracking
- Global / local standards
- Safety & health

Resilience in supply chain

- Synchronized & Integrated planning
- Tracking & Traceability
- Logistics end to end
- De-risking & cost structures

Business models & boundaries

- Customer Channels (B2X)
- Collaboration & data exchange
- Networked processes
- Circularity & Recycling

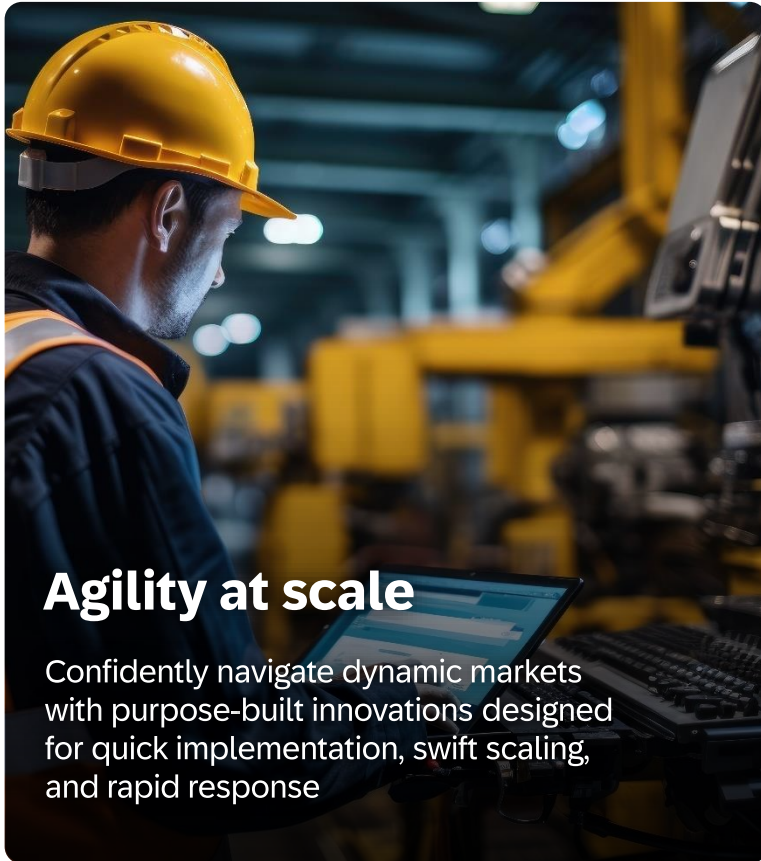
Technology led transformation

- Harness the Artificial intelligence Capabilities
- Productivity & Agility in business processes
- Cloud & Cybersecurity
- Digital to next level

- Industry trends
- **SAP Strategy driving business transformation with AI**
- Solutions & innovation examples
- Summary

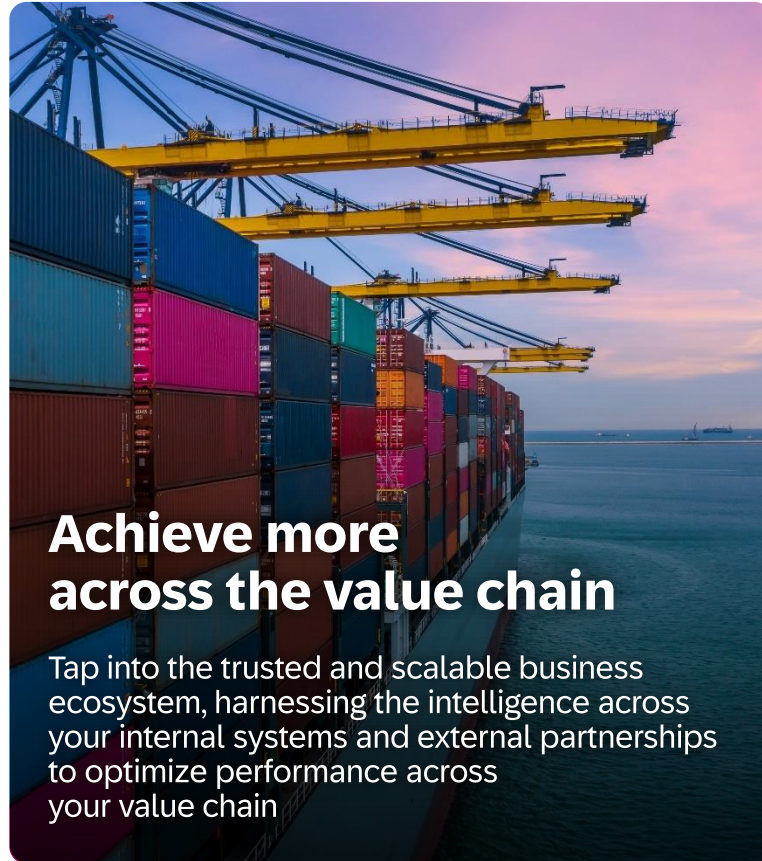
Our vision

We bring out the best in every business



Agility at scale

Confidently navigate dynamic markets with purpose-built innovations designed for quick implementation, swift scaling, and rapid response



Achieve more across the value chain

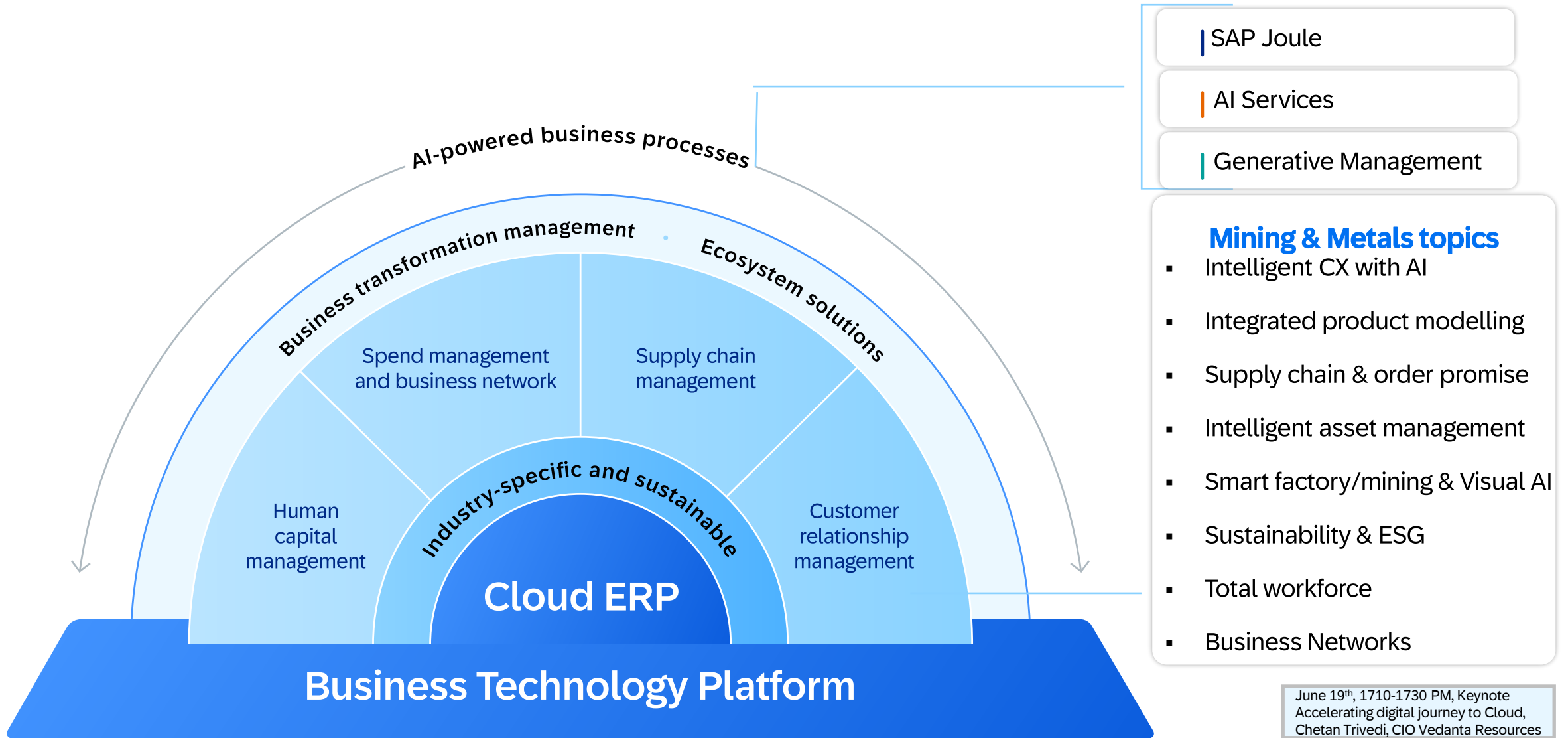
Tap into the trusted and scalable business ecosystem, harnessing the intelligence across your internal systems and external partnerships to optimize performance across your value chain



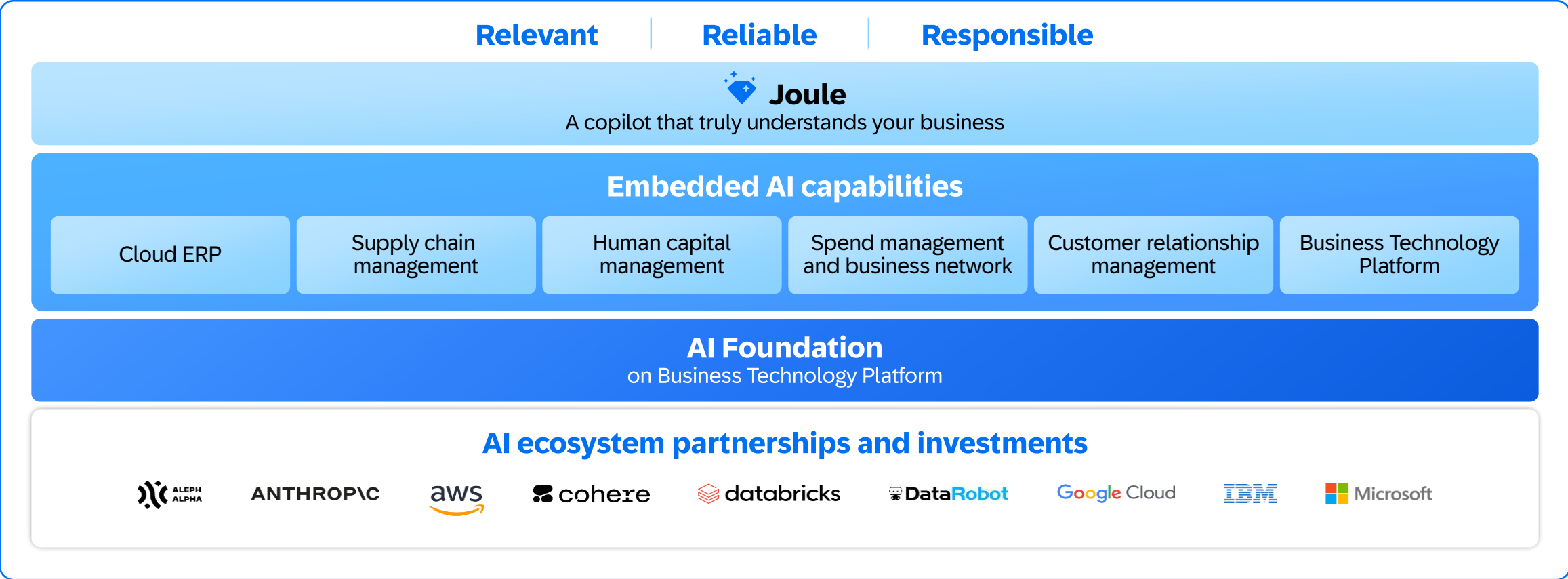
Sustainability at your core

Transform your operations with next-generation solutions that drive more accurate and actionable sustainability management across your entire enterprise

SAP Portfolio | End-to-End Business Processes & Industry Context



Business AI is embedded across the SAP portfolio



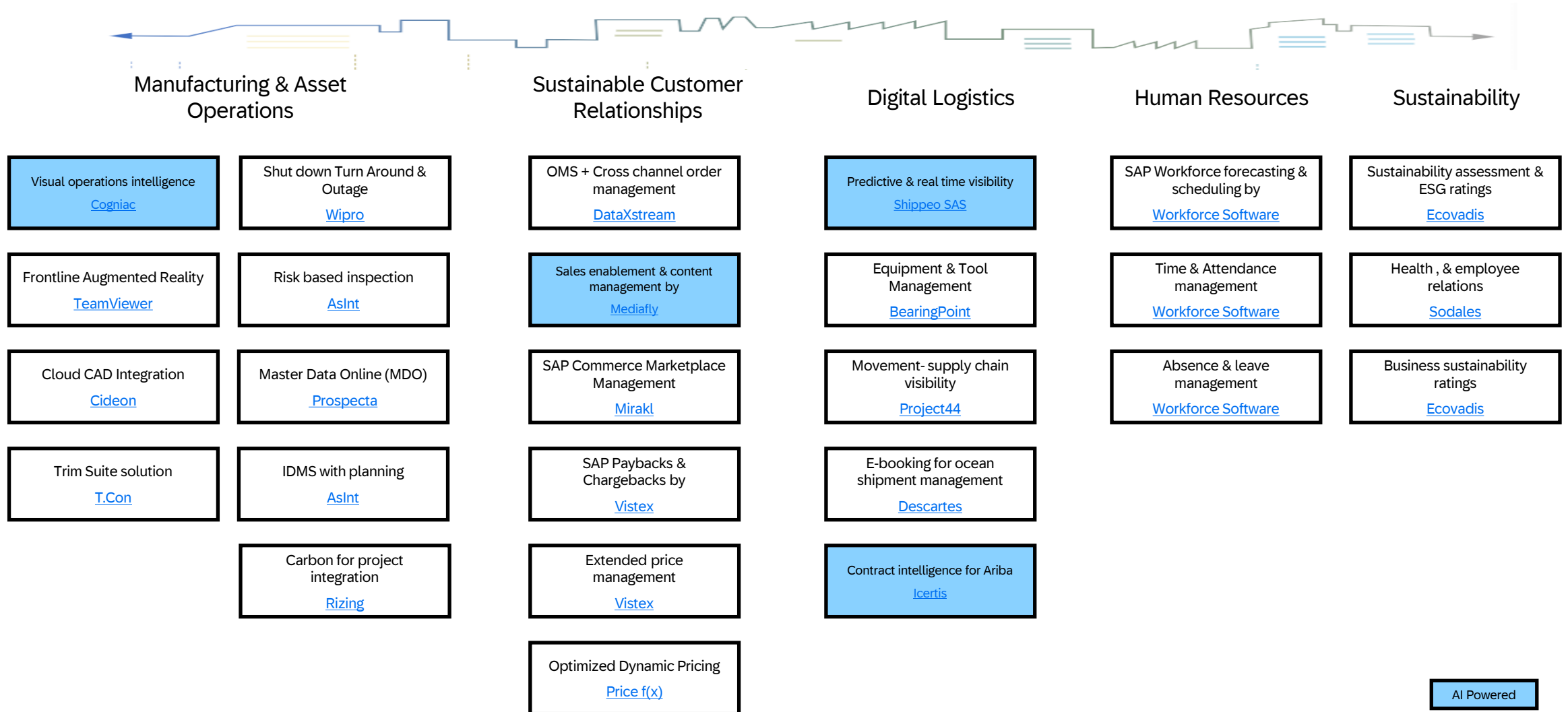
Joule revolutionizes how you interact with your SAP systems

- ✓ Faster work
- ✓ Smarter insights
- ✓ Better outcomes
- ✓ Human control

June 19th, 1550-1620
SAP Business AI, Kay Kretschmer, SAP

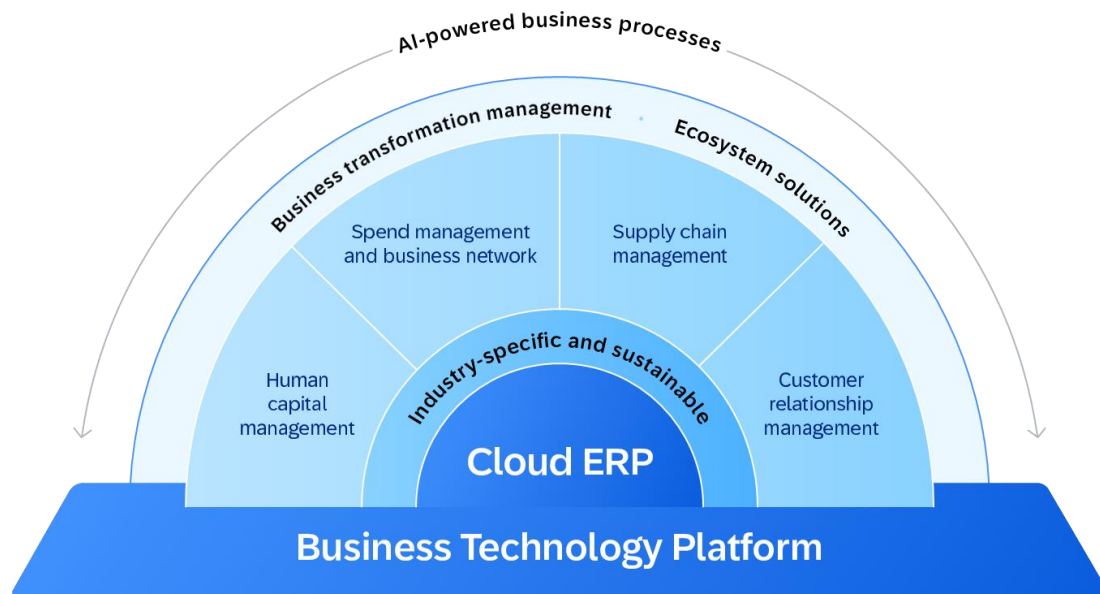
Ecosystem & Industry partners solutions examples

In Mining & Metals



- Industry trends
- SAP Strategy driving business transformation
- **Solutions & innovation examples with AI**
- Summary

SAP Portfolio | End-to-End Business Processes & Industry Context



Mining & Metals topics

- Intelligent CX with AI
- Integrated product modelling
- Supply chain & order promise
- Intelligent asset management
- Smart factory/mining & Visual AI
- Sustainability & ESG
- Total workforce
- Business Network

SAP Intelligent CX solutions to support metals industry



Deliver sales excellence

- ✓ B2B customer engagement
- ✓ Intelligent sales
- ✓ Streamline Lead-to-Cash process
- ✓ Dynamic pricing
- ✓ Engaging Experience for Customers
- ✓ Configurable products and solutions



Adopt digital customer experience

- ✓ Unified customer profile
- ✓ Direct digital sales to customers
- ✓ Customer self-service portal
- ✓ Digital indirect sales channels
- ✓ Omnichannel customer service
- ✓ Auctions for mining commodities



Pivot to new business models

- ✓ Products and services marketplace
- ✓ Outcome- & subscription based services
- ✓ Selling bundles and value-added services
- ✓ Supply chain transparency and traceability

Come together with S4, BTP, AI & Partner solutions

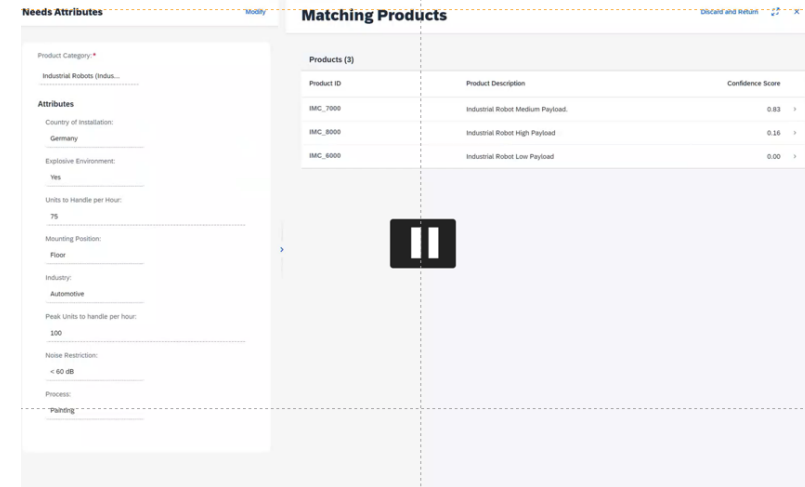
- ✓ Use past information and AI algorithm to predict opportunity timing and likelihood of success.
- ✓ Score customers based on engagement based on AI based “hug rank”
- ✓ Offer relevant recommendations based on customer behavior, purchase history, and browsing patterns
- ✓ Segment customers into a loyalty program and offer them exclusive discounts and promotions
- ✓ Predict and identify segments of customers that are at high risk to churn act upon it across all touchpoints.
- ✓ AI is leveraged to prioritize cases based on importance as well as customer sentiment.

June 19th, 1440-1510
Intelligent Lead to Cash, Liane Geber, SAP

SAP Intelligent Product Recommendation

Reimagine the customer experience for complex configurable products

- Digital sales assistant that leverages machine learning to streamline the quotation process and e-commerce customer experience for configurable products
- Provides AI based recommendation of optimal products and configurations to meet the customer's needs along with ML based prediction of lead time, price, CO2 footprint, etc.
- Out of the box integration with S/4HANA, SAP CPQ, SAP Commerce and a dynamically generated run time UI reduces time and effort to implement the solution



Purpose built machine learning application – No data scientist required by customer

Use of advanced ML models to reduce the effort required to maintain complex rules and provide insights that rules alone cannot offer

Product search & selection in commerce or quote

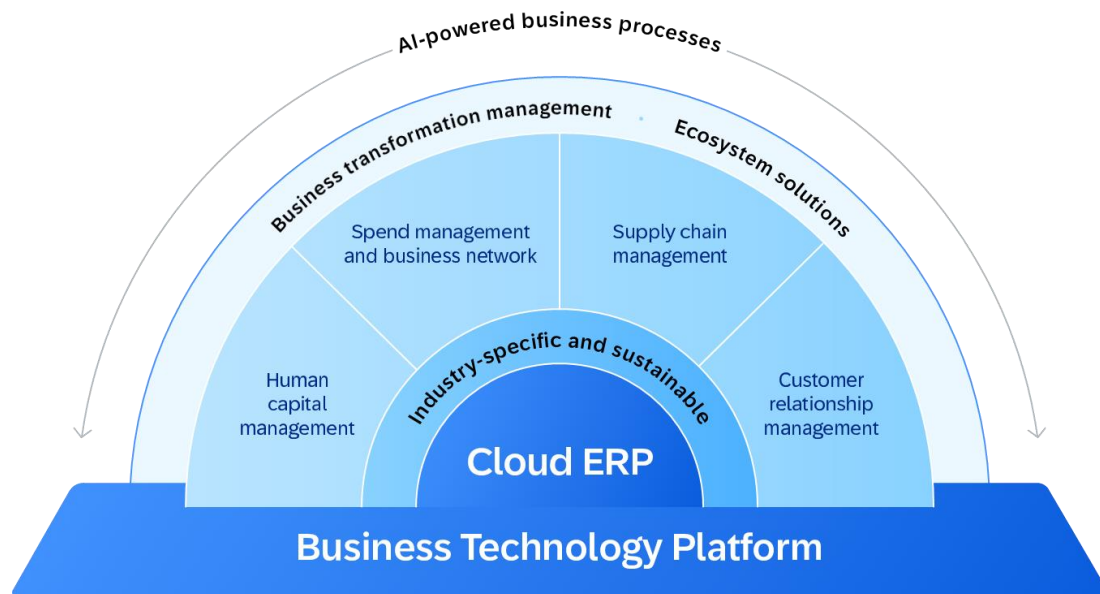
Answer few need based questions or describe requirement in natural language

SAP Business AI

Trained models recommend best matching product configuration along with price & lead time

Review and select desired product & configuration which gets added to quote or opportunity with price

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Integrated product modelling for complex metal products

Driving Customer Centricity with seamless processes

Advanced Variant Configuration

- Support of multi level scenario for configurable materials
- Engineer-to-order for configured products
- aATP product allocation with VC Characteristic

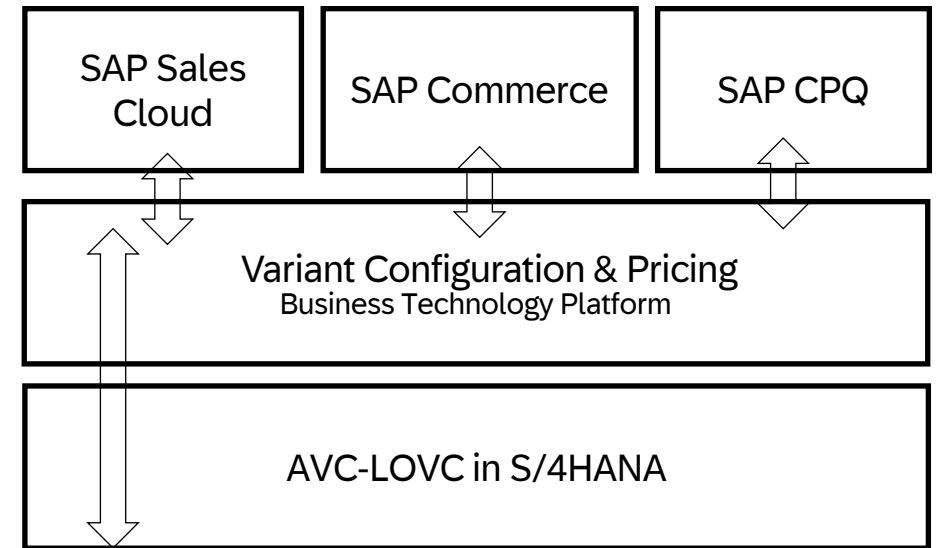
CPQ

- Connected omni-channel quote-cash
- Single shared source of product, configuration, and pricing data with back office integration- S/4HANA, VC /AVC, CPQ, Commerce Cloud

Configuration & Pricing Service-

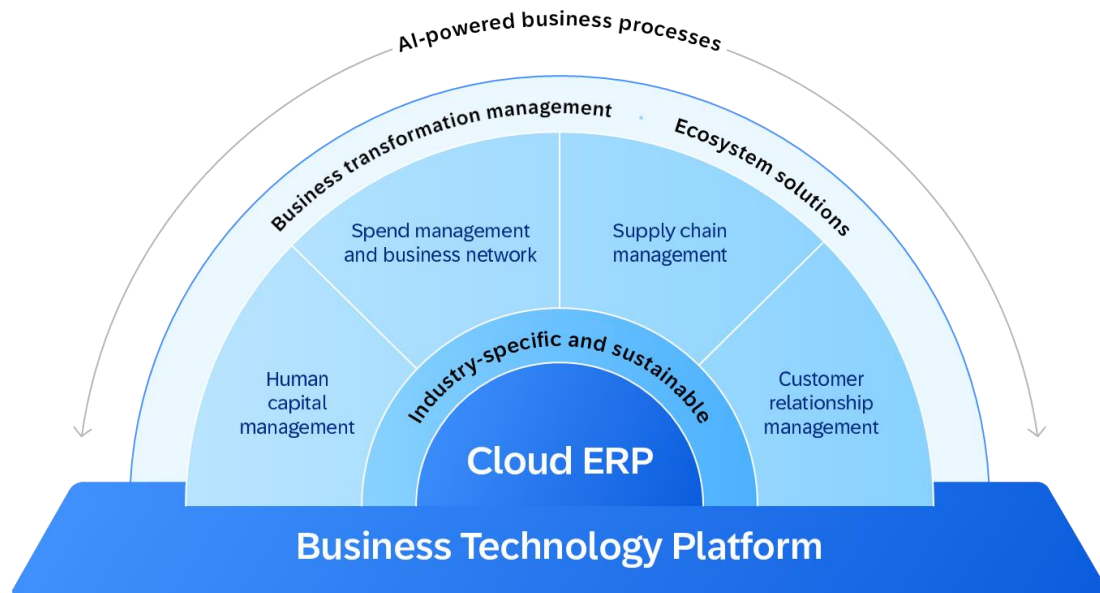
- One Configuration Service on SAP BTP – Consumer does not need to know whether it is a VC or AVC model
- Same dependency processing by Configuration Service and S/4HANA backend for AVC models – no deltas

Model once configure anywhere



June 20th, 1500-1530
 Transforming to customer centric digital platform, Renuka Kulkarni, AM/NS India

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SAP Supply Chain Planning Platform

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

Digital Business Planning



Execute

SAP S/4HANA

Production planning and scheduling, order promising (aATP) and MRP

Create a feasible master production schedule and rough cut capacity plan to feed manufacturing and production planning and scheduling

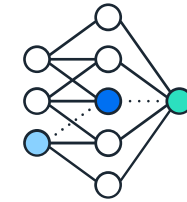


Plan

SAP Integrated Business Planning (IBP) for Supply Chain

S&OP, Demand, Response & Supply, Inventory, Control Tower, DDMRP

- Synchronized Planning for Production
- Digital Twin of the entire supply chain
- Predictive and Prescriptive Decision Support
- Real-time scenarios and Intelligent Visibility
- Impact Analysis & Optimization
- MRO inventory planning



Collaborate

SAP Business Network

High scalability with access to trading partners (including suppliers, logistics providers, and customers) for collaborative planning and execution

SAP Analytics Cloud (SAC)

Financial planning, steering and financial impact analysis on enterprise level



Innovate

SAP Business AI

Leverage AI technology to improve forecast accuracy, user experience, master data quality & manage supply chain risk

June 19th, 1515-1545
SAP DSC strategy: Achim Rink, PM, PPDS

SAP Digital Supply Chain Planning – SAP IBP

Scenarios for Integrated Supply Chain Planning for Configured Make-to-Order

Planning on **Attribute Level** with **Planning Variant**

The screenshot shows the SAP IBP Excel add-in interface. The main window displays a chart titled 'MILL_Products_PPDS_2' with a 'Statistical Forecast' series. Below the chart is a data table with columns for Product ID, Location ID, Grade, Coating, Key Figure, and Future Total. The table includes data for 'MP_ME_SHEET' at location 'DC01' with grades 'A' and 'B'.

Product ID	Location ID	Grade	Coating	Key Figure	Future Total	W27 2022	W28 2022	W29 2022	W30 2022
MP_ME_SHEET	DC01	A	coating	Statistical Forecast Qty. (Format)	2.427.379.188	12.743.688	13.120.205	13.496.722	13.873.239
				Final Adjusted Demand Plan (Input to PPDS)	2.427.379.188	12.743.688	13.120.205	13.496.722	13.873.239
			no coating	Statistical Forecast Qty. (Format)	47.484.755	3.073.491	2.970.686	2.867.882	2.765.077
				Final Adjusted Demand Plan (Input to PPDS)	47.484.755	3.073.491	2.970.686	2.867.882	2.765.077
		B	coating	Statistical Forecast Qty. (Format)	2.253.509.053	12.310.346	12.648.478	12.986.609	13.324.741
				Final Adjusted Demand Plan (Input to PPDS)	2.253.509.053	12.310.346	12.648.478	12.986.609	13.324.741

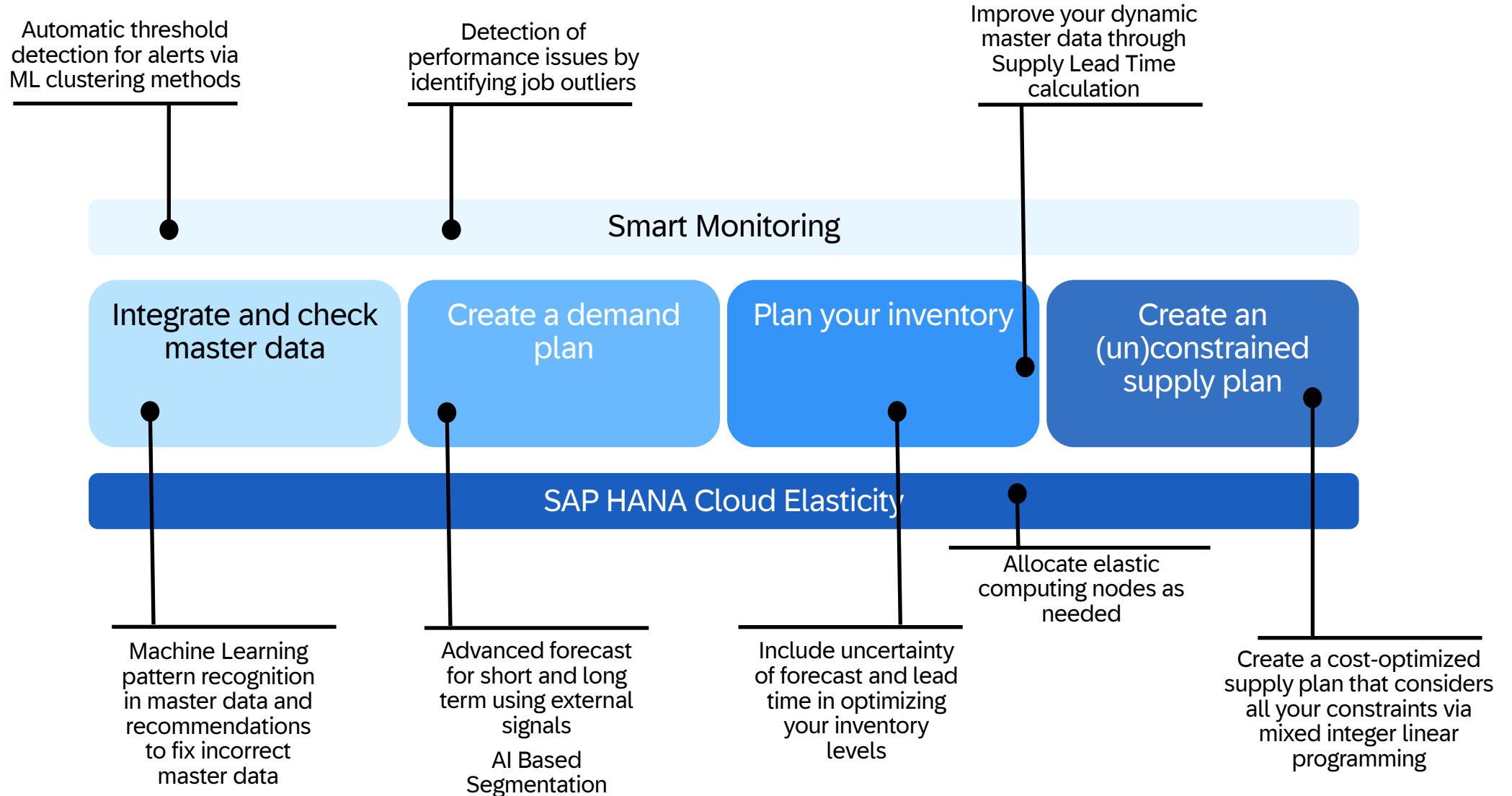
An inset window shows the 'Product View' for 'MP_ME_SHEET_A' at location 'DC01', with 'DaysSupply [ID]:' set to 143,60.

Cost Calculation and **Profitability Simulation** (e.g. with energy and raw prices)

The screenshot shows the SAP IBP Excel add-in interface displaying a cost calculation table for 'MILL_Products_PPDS_2'. The table lists various cost components and their rates across different weeks.

Product Desc	Location ID	Key Figure	W27 2022	W28 2022	W29 2022	W30 2022
Electricity	RM01	External cost rate	1,56	1,56	1,56	1,56
	RM02	Adjusted external cost rate	1,56	1,56	1,56	1,56
		External cost rate	1,60	1,60	1,60	1,60
		Adjusted external cost rate	1,60	1,60	1,60	1,60
Raw material 01	RM01	External cost rate	100,00	100,00	100,00	100,00
		Adjusted external cost rate	100,00	100,00	100,00	100,00
	RM02	External cost rate	95,00	95,00	95,00	95,00
		Adjusted external cost rate	95,00	95,00	95,00	95,00
Raw material 02	RM01	External cost rate	15,70	15,70	15,70	15,70
		Adjusted external cost rate	15,70	15,70	15,70	15,70
	RM02	External cost rate	13,30	13,30	13,30	13,30
		Adjusted external cost rate	13,30	13,30	13,30	13,30
Work force	RM01	External cost rate	35,00	35,00	35,00	35,00
		Adjusted external cost rate	35,00	35,00	35,00	35,00
	RM02	External cost rate	37,00	37,00	37,00	37,00
		Adjusted external cost rate	37,00	37,00	37,00	37,00

Business AI embedded in SAP IBP



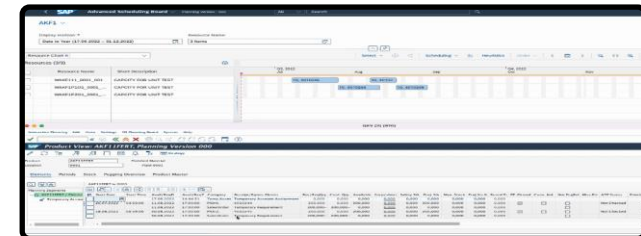
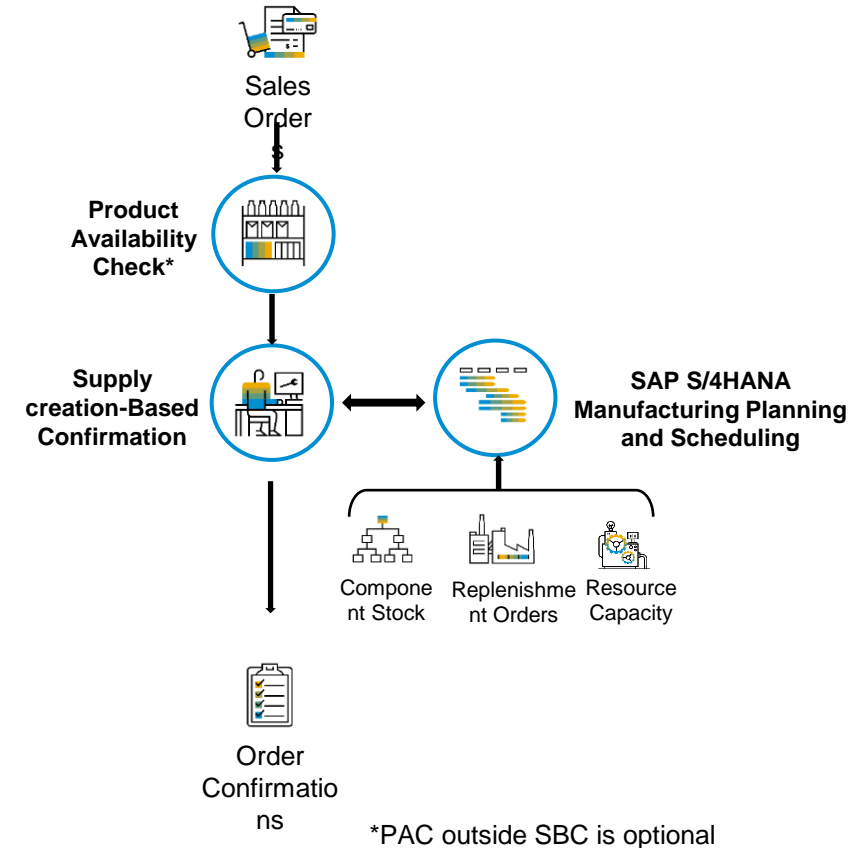
Confirm orders based on manufacturing constraints with aATP

What the Business Needs:

- Provide order commitment dates in real time to customers for products in make-to-order(MTO) / assemble-to-order(ATO) / Configure-to-Order scenario.
- Consider manufacturing capacity and raw material availability constraints during order confirmation.
- (re)Schedule planned orders on critical resources to fulfill demands during order creation/change.

Supply creation-Based Confirmation integrates order promising with manufacturing, to provide accurate confirmation dates in real time, while creating the necessary supplies, considering manufacturing constraints.

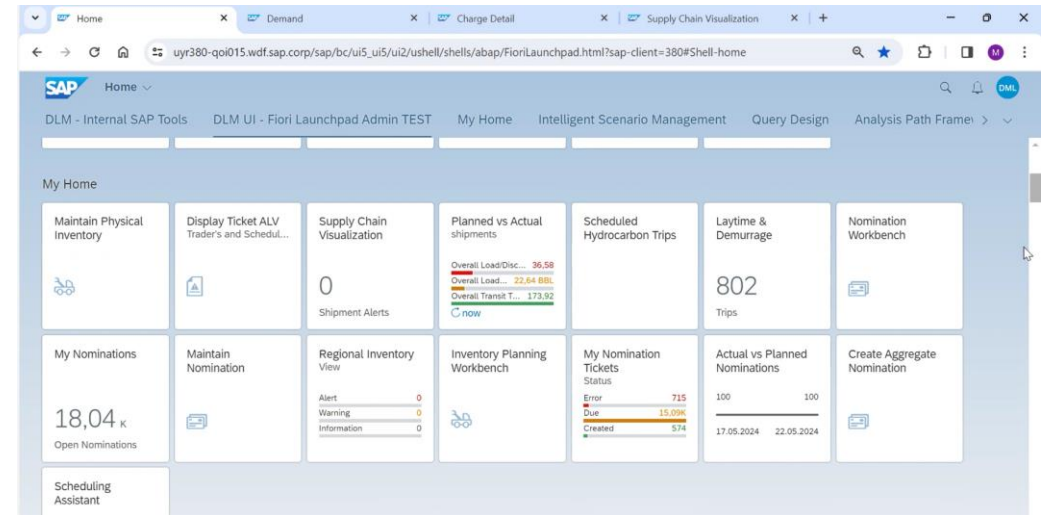
- ✓ Flexibility to decide where the availability check to be carried out - Production Planning-Based Availability Check (PPAC) or Product Availability Check (PAC) with supply creation.
- ✓ Support of Product Allocation check prior to and after Supply creation-Based Confirmation.
- ✓ Support Characteristics Dependent Planning & Block Planning.
- ✓ Check against both time continuous and bucket-oriented capacity



SAP Transportation Management based Freight (Shipment) Costing integration

Key Feature with TSW / Oil & Gas / Mining

- **Integration of TSW nomination/ actualization with TM** for freight costing
- **Integration of TD shipment/ Load & Delivery confirmation with TM** for freight costing
- **Utilization of TM standard process flow:** FU (via FU building rule) => FOR/ FB => FSD
- **MD Mapping:** TSW locations, TD transportation connection points, vehicle type, event type
- **TM integration relevance** at TSW movement scenario level, TD bulk shipment type level
- **TSW integration** in planning and execution
- **TD integration** at load or delivery confirmation (config.)
- **Enhancement of Doc flow** in TM and IS-Oil
- **Bi-directional navigation** between IS-Oil and TM objects
- **Integration Monitoring and reprocessing**
- **Integration validation in TSW/ TD** for missing customizing, objects mapping, pegging, etc.



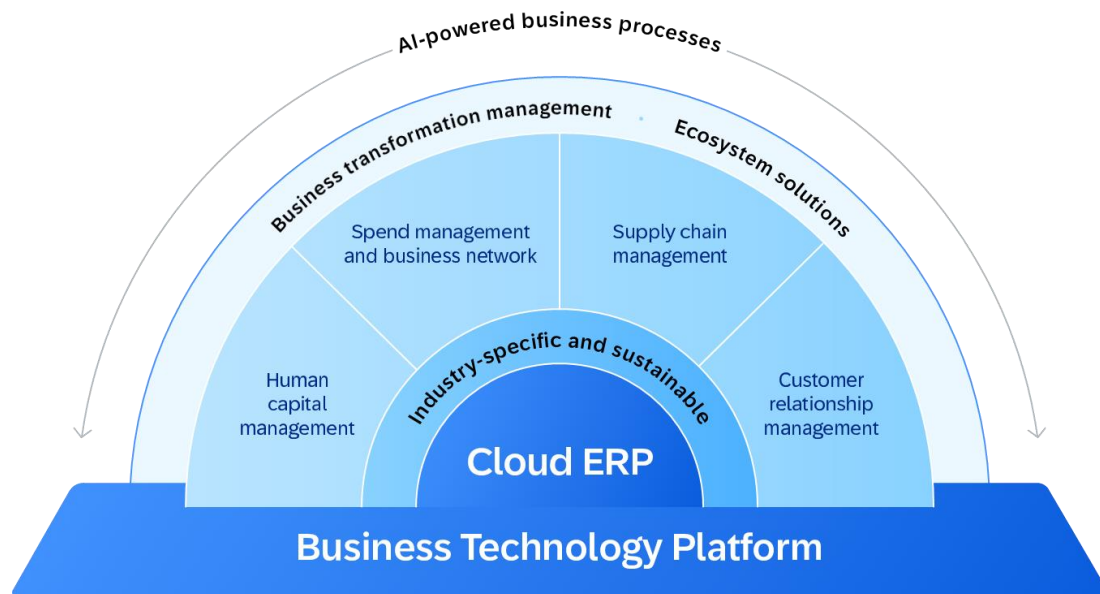
Display TSW Railcar Freight Order 6100010555

Edit Refresh Copy Other Copy Options Check Follow Up Scheduling Default Route Routing

General Data	Business Partner	Items	Stages	Utilization	Subcontracting	Document Flow
<p>Standard Display</p> <p>Document Hierarchy</p> <ul style="list-style-type: none"> TSW Railcar Freight Order 6100010555 <ul style="list-style-type: none"> Predecessor Business Documents <ul style="list-style-type: none"> TSW Railcar Freight Unit Type 4100016573 <ul style="list-style-type: none"> IS-OIL TSW Nomination 43660 						
Business Document T...	Business Document	Business Document Li...				
TSW Railcar Freight O...	6100010555	In Process				
TSW Railcar Freight U...	4100016573	In Process				
IS-OIL TSW Nomination	43660					

June 19th, 1135-1205
 Transforming Steel logistics with SAP
 TM, Joan Ral Gene, Celsa Group

SAP Portfolio | End-to-End Business Processes & Industry Context



Mining & Metals topics

- Intelligent CX with AI
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- **Intelligent asset management**
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Intelligent Asset Management (convergence of EAM & APM)

E2E Process example: Define Maintenance Strategy & Set Maintenance Plans, Task Lists, Rules

Assessment to Strategy

Equipment with **bad reliability performance** was identified



Reliability Engineer

Reliability Engineer revises the **asset risk assessment** to properly segment the **equipment on criticality**

By **standardized reliability methodologies**, the Reliability Engineer develops the right **maintenance strategy**

Reliability Engineer creates **maintenance recommendation** to mitigate the likelihood of failure or to restore asset's function

A set of **maintenance recommendation** is **approved and released** for implementation

R&C Assessments

Class/RCM/FMEA Assessments

Manage Recommendations

Strategy to Implementation

The released recommendations which require attention from a Planner are available for implementation



Maintenance Planner*

Planner/ Maintenance Engineer analysis the recommendation and takes action to ...



Maintenance Engineer

Manage Implementations

Reactive

Create/assign a **task list** with reference to the **failure mode** to be prepared

Preventing a failure to happen

Proactive: time/usage

Create/assign a **Task List** and **Maintenance Plan** to schedule

Proactive: condition-based with alert

Assign **indicators, create/assign maintenance rules*** to **monitor asset health**

Proactive: condition-based, predictive/prescriptive

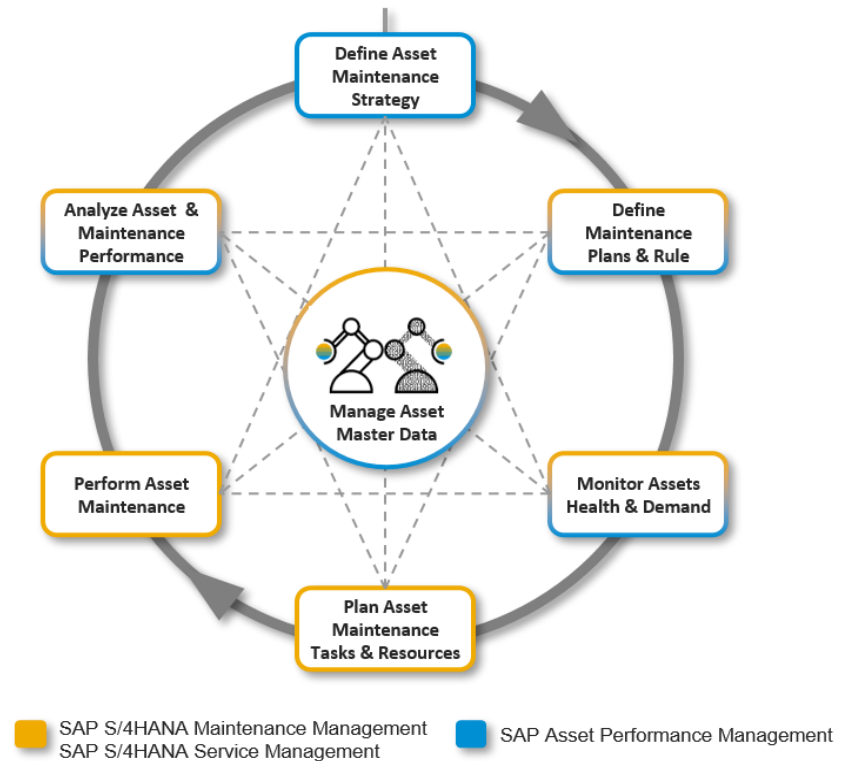
Create a **task list/inspection template** and **indicators, maintenance rule*** to optimize maintenance activities

Improvement

Search/request for a **Project to organize and plan maintenance activities**

SAP Asset Performance Management (APM)

- **Risk & Reliability Management:** Assess risk & critically of the equipment with user-friendly templates & UI. Apply Strategy, RCM, FMEA & other tools to understand equipment functions, functional failure, modes etc..
- **Recommendation Management:** Determine maintenance recommendations based on risk/criticality, functions, failure modes etc.
- **Implementation Management:** Implement approved recommendations by linking maintenance objects such as Rules, Task List and Maintenance Plan to drive optimal asset maintenance.
- **Rule Management:** Configure rules based on maintenance recommendations using strategies eg risk, condition-based, predictive etc. Generate alerts, manual or automated notifications
- **AI-based Predictive Maintenance*:** Apply AI (Artificial Intelligence) to determine asset remaining useful life, predictive failures, detect anomalies, and prescribe recommendations.
- **Performance Management:** Blend asset reliability, asset health (including IoT), maintenance performance and financial data for analysis and decision support



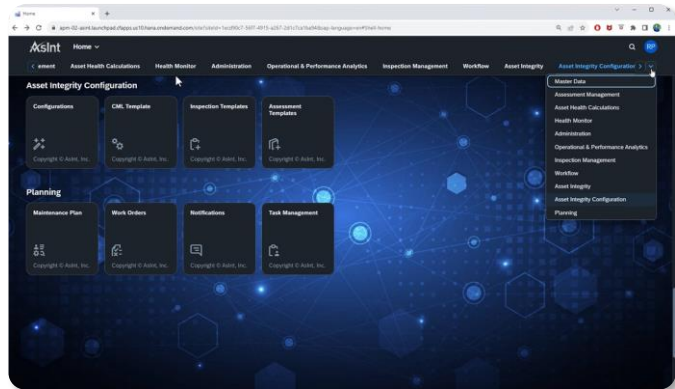
* Anomaly detection Q2 2024 roadmap

Solution & Innovation Examples with Partners

Intelligent Asset Management

AsInt- Applications (Apps extending SAP IAM capabilities)

AsInt's Asset Intelligence Solutions offer various functionalities tailored to meet specific industry requirements. Here is the summary of **some key functionalities in areas of mechanical integrity** like RBI, IDMS and Thickness Monitoring



- Identify and prioritize inspection tasks based on asset criticality and risk levels.
- Proactively mitigate risks in high-consequence areas. Conduct comprehensive hazard assessments to ensure safety compliance.
- Industry accepted Inspection management App embedded within SAP
- Monitor and manage asset thickness to ensure optimal performance and safety compliance.

[More Information](#)
Visit: [SAP AppStore](#)

Industry-Partner Solutions

Partner Booth- AsInt

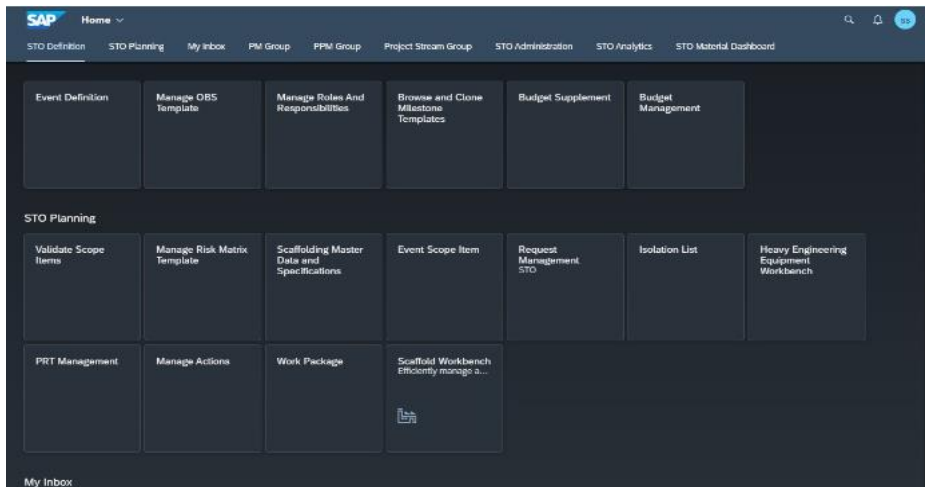
Solution & Innovation Examples with Partners

Intelligent Asset Management

WIPRO STO 360 (Apps extending SAP IAM capabilities)

SAP Cloud native solution for Plant Shutdown Turnaround and Outage Management

This is end to end solution built on SAP BTP for all those industry clients with SAP as the Enterprise Resource Planning Platform who Prepare, Plan, Execute Small -Medium-Large plant shutdowns for various maintenance activities



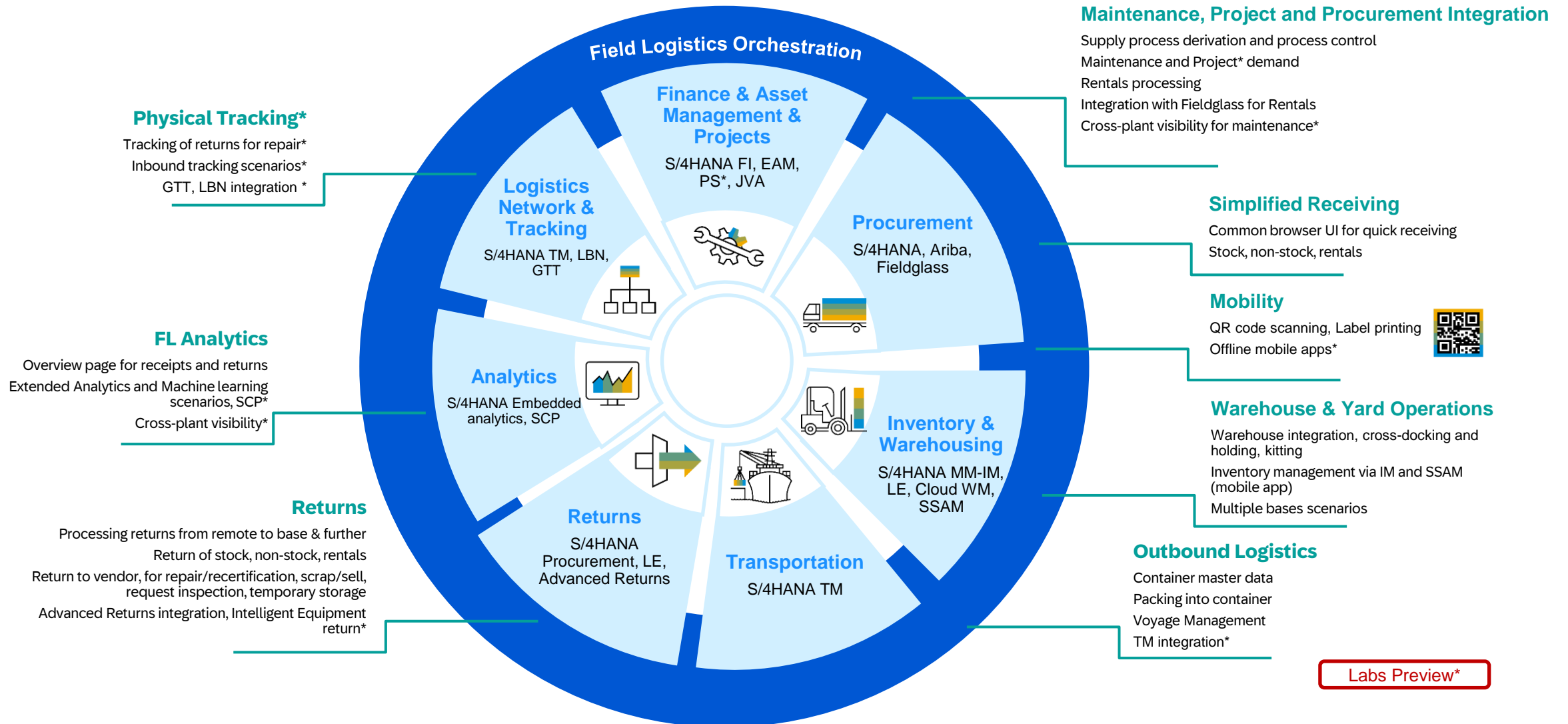
- The project management module of Shutdown-Turnaround-Outage events streamlines multiple facets of the projects there by increasing the efficiency, ensuring smoother coordination during execution, reducing delays and maximizing productivity.
- Centralizes all the maintenance tasks through work orders, enabling a comprehensive evaluation or justification to be submitted to the relevant experts for review and approval through well-defined workflows.
- A central platform for project teams to collaborate, communicate, and track the status of work packages enabling better visibility and control over project activities, facilitating efficient project planning, execution, and monitoring. It facilitates improved collaboration among stakeholders.

[More Information](#)
Visit: [SAP AppStore](#)

Industry-Partner Solutions

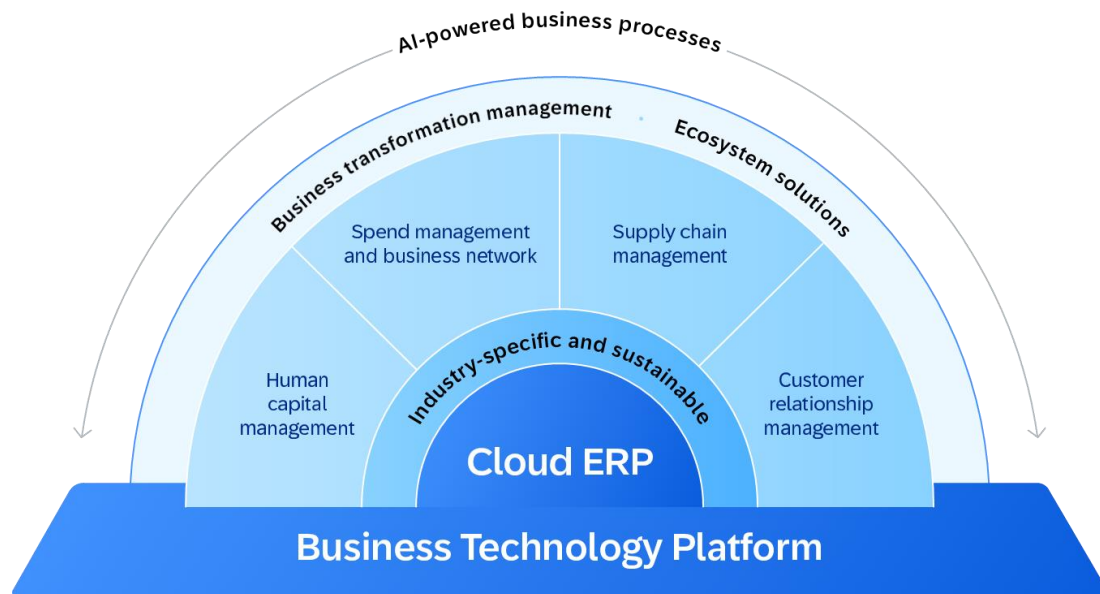
SAP S/4HANA Field Logistics

Addressing the needs at remote mine sites



* Planned solution scope, subject to change by SAP SE or its affiliated companies at any time for any reason without notice

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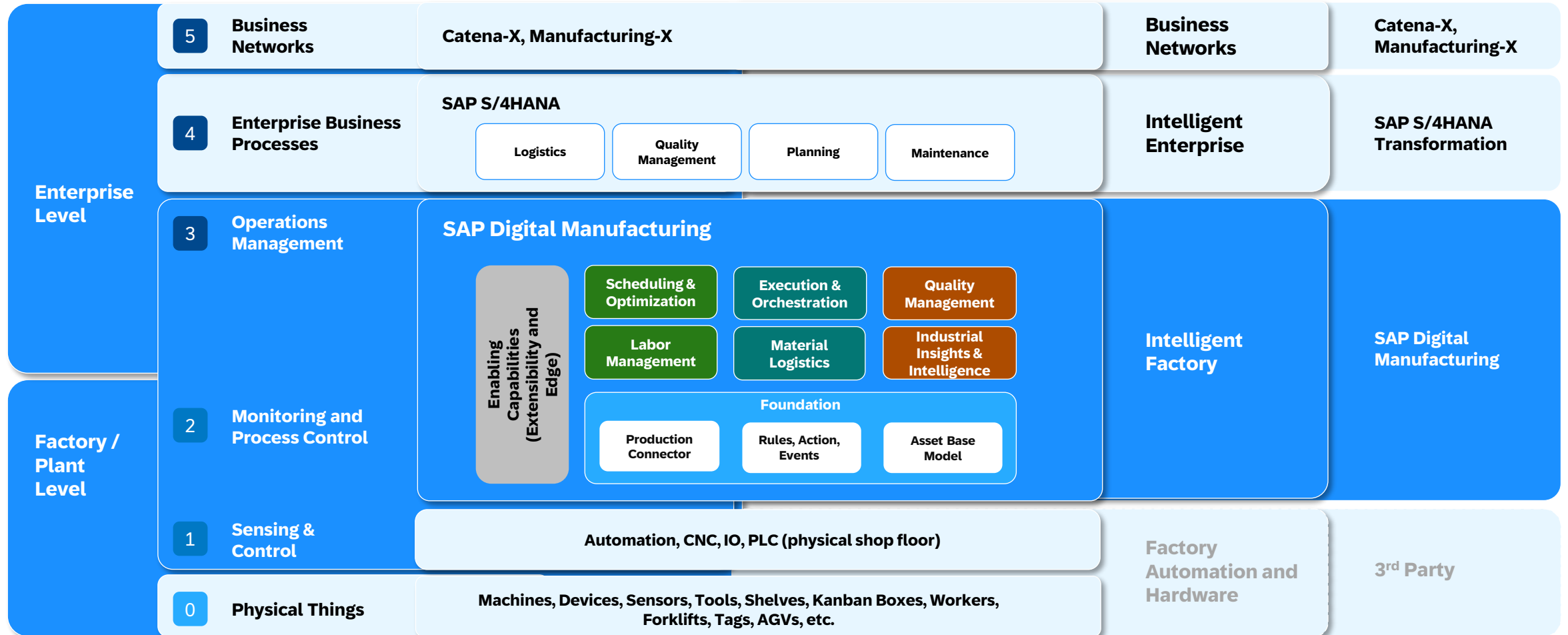


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SAP Digital Manufacturing

Solution Blueprint



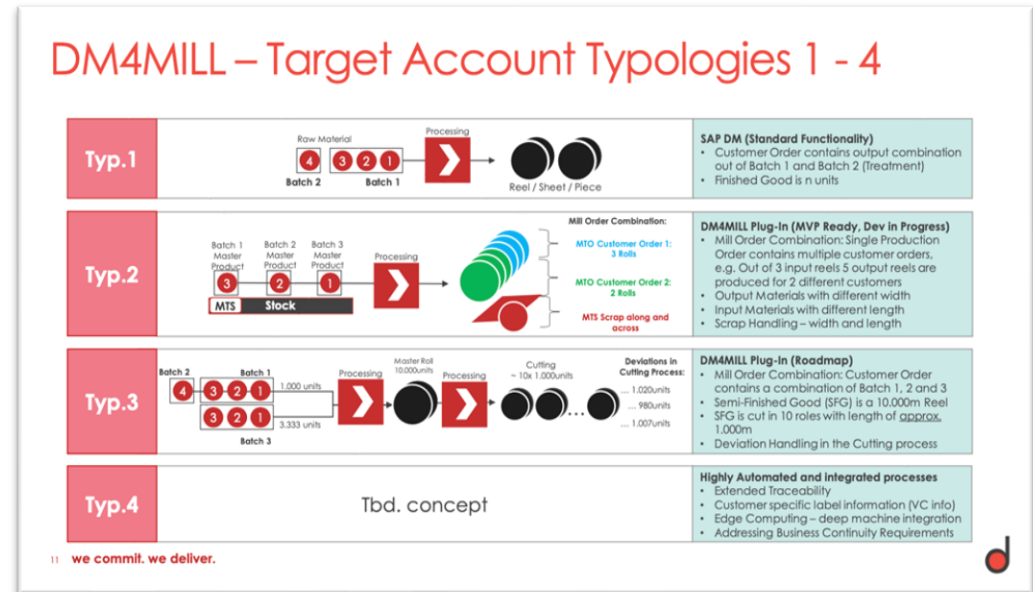
Transform SAP MII to SAP Digital Manufacturing

June 19th, 1550-1620
 SAP Digital manufacturing strategy:
 Claudius Link, SVP, SAP

SAP Partner Example – Delaware DM4MILL Co-Innovation

Transform SAP MII to SAP Digital Manufacturing

- SAP plans to support partners by enabling for extending DM to meet the requirements of Mill industry
- Focus is to make SAP DM ready for mill industry.
- Pilot customers can provide ideas and requirements
- Mill-specific assessment through SAP Elevate program for moving from ME / MII to DM
- Specific Information about the Partner >>> [d.DM4Mill](#)
- Customers & further partners welcome



Trimming with SAP S/4HANA Public Cloud

TRIM SUITE by T.CON

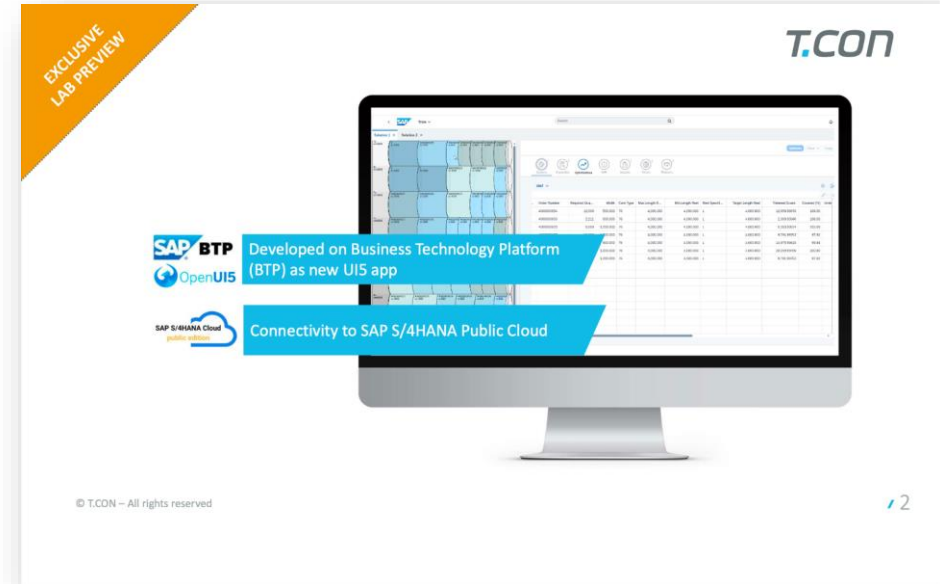
TRIM SUITE

Boost efficiency, improve transparency and increase profit with optimized trim planning

User-friendly, SAP-integrated solution for trim optimization

Calculates optimized cutting plans with adjustable optimization goals. Covers production of reels and sheets, as well as profiles and rods. Single-stage (simplex, duplex, multiplex aggregates) and multi-stage division processes, Quality Trim

- ✓ Production planning
- ✓ Waste optimization
- ✓ Cutting plan creation
- ✓ Optimal utilization of defective raw materials
- ✓ Cutting of profiled goods



Trim Suite solution
[T.Con](#)

Partner Booth- T.Con

Resilient Supply Chain & Smart Factories

Visual AI Partnership for Manufacturing



“Having an **inspection algorithm** that monitors the whole operation is a **huge added value** for our customers ”

Collaboration between

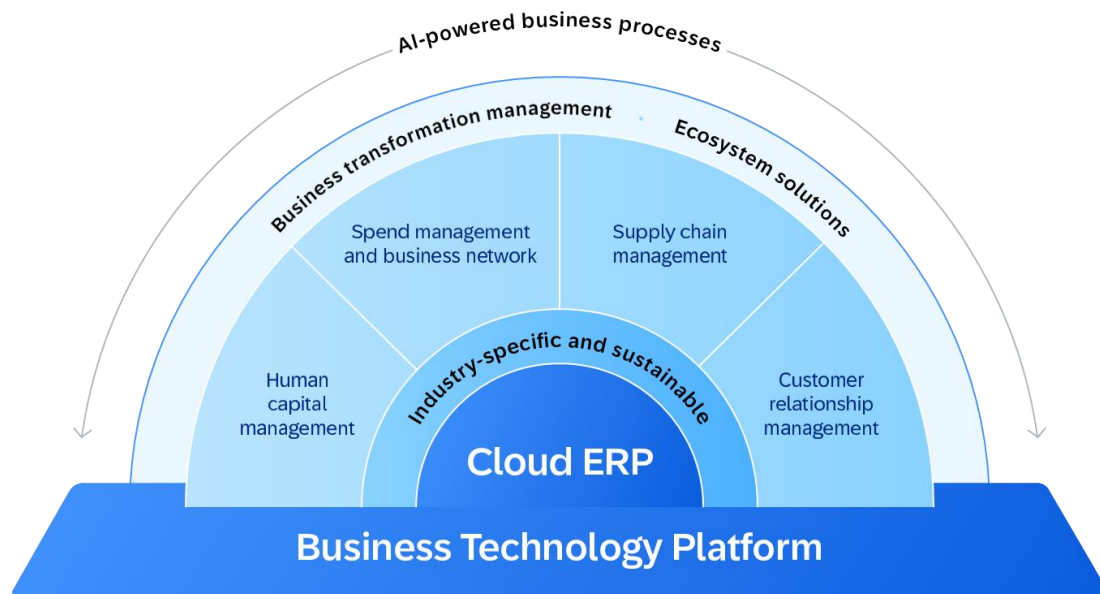


Hendrik Rothe,
Managing Director
Smart Press Shop GmbH & Co. KG

YouTube: https://www.youtube.com/watch?v=k6Bkjc12_mM

Customer Story: <https://www.sap.com/about/customer-stories/smart-press-shop.html>

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Building blocks towards a roadmap for Sustainability

Examples

Corporate View

Value Chain View

Finance




Emissions




ESG



Product footprint



Value chain transparency

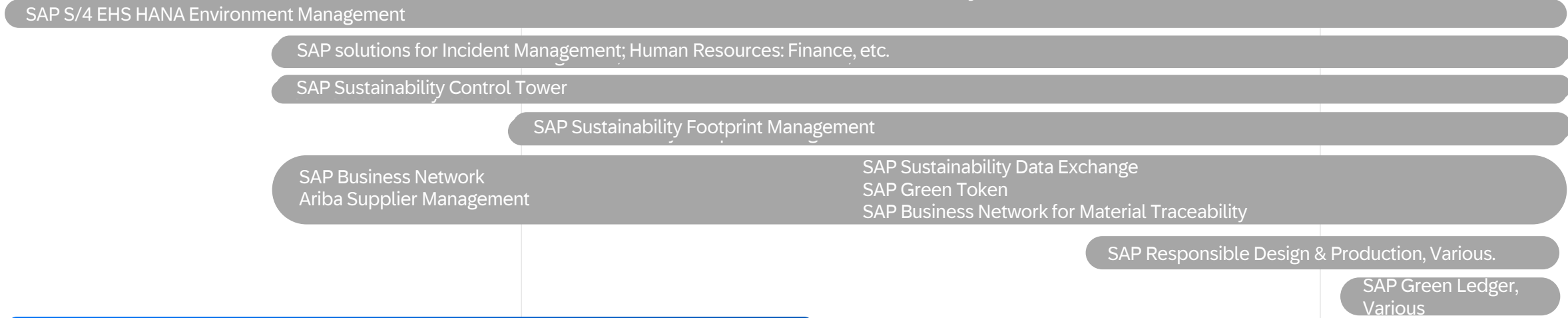


Circularity



Costs, value drivers

Calculate, report and reduce corporate emissions **Manage risk, steer towards corporate ESG targets** **Identify opportunities to reduce product footprints** **Share data across n-tier supplier network for end-to-end visibility** **Serve new customers markets, track and reduce resource use** **Analyze value drivers, costs impacts or improvement scenarios**



There is a need to link the broader business challenges to a corporate roadmap for Sustainability

June 20th, 1.50PM to 2.20 PM
 Harnessing technology for greener tomorrow- Juliana Bruwer SAP

Business AI in Sustainability

Automate the need to map emission factors from LCA (Life Cycle Assessment) databases to ERP materials.

Reduce time and manual effort of mapping emission factor data.

Increase confidence for non LCA-experts.

Automate Emission Factor Mapping with AI

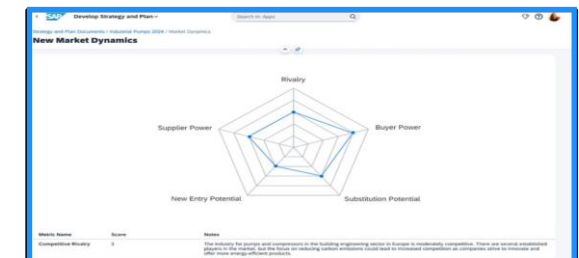
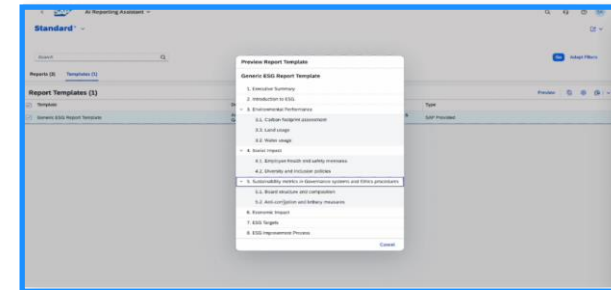
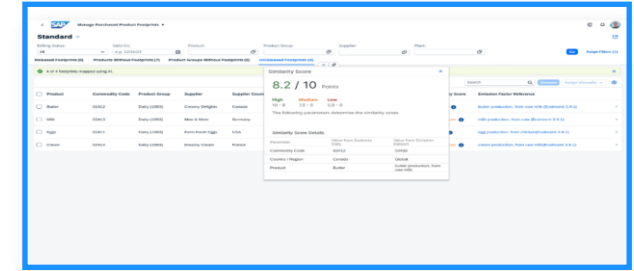
Generate draft reports for periodic internal or external reporting based on the ESG data available in SAP Sustainability Control Tower.

Reduce time & efforts of creating sustainability reports.

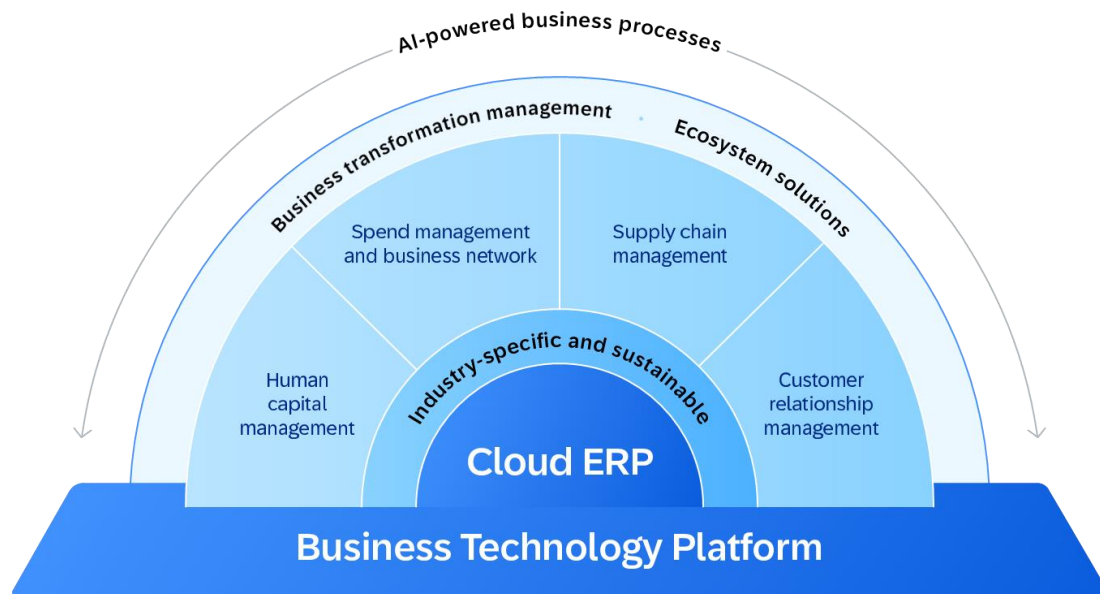
Generate ESG Reports with AI

SAP Ariba Category Management: Generative AI-enabled features can assist category managers by generating recommendations in the solution's category segmentation, market dynamics, and cost structure tools.

Procurement related Accelerate category strategy development with AI



SAP Portfolio | End-to-End Business Processes & Industry Context



Mining & Metals topics

- Intelligent CX with AI
- Integrated product modelling
- Supply chain & order promise
- Intelligent asset management
- Smart factory/mining & Visual AI
- Sustainability & ESG
- Total workforce
- Business Network

SAP Total Workforce Management

Unified management of internal & external workers with a single view

COMBINES **External Workers**

and

Internal Workers to create a single, global view of entire workforce



- ✓ Integration into Organizational Structure (positions, org-charts, dynamic teams)
- ✓ Enable External Worker Access to Global HR Services (e.g. Learning)

Ability to connect further with:

- ✓ SAP Analytics Cloud Reporting
- ✓ SAP Work Zone - central entry point that brings all SAP (and third party) solutions together

Total Workforce Management

SAP SuccessFactors

SAP Fieldglass

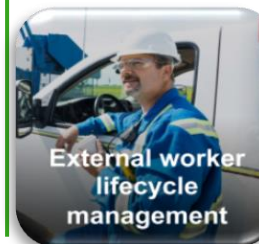
SAP SuccessFactors

SAP Fieldglass

- ✓ Onboarding
- ✓ Compliance
- ✓ Time & Attendance
- ✓ Full Lifecycle Management (“Req-to-Pay”)



Internal worker lifecycle management



External worker lifecycle management

- ✓ Onboarding
- ✓ Compliance
- ✓ Time & Attendance (for Invoicing)
- ✓ Full Lifecycle Management (“Req-to-Check”)

June 20th, 11.55AM to 12.25 PM
SAP Success Factors Time
Management- Frans Smolder SAP

AI example with SAP SuccessFactors & SAP Fieldglass

AI-powered copilot for Time Off and Clock in Clock out

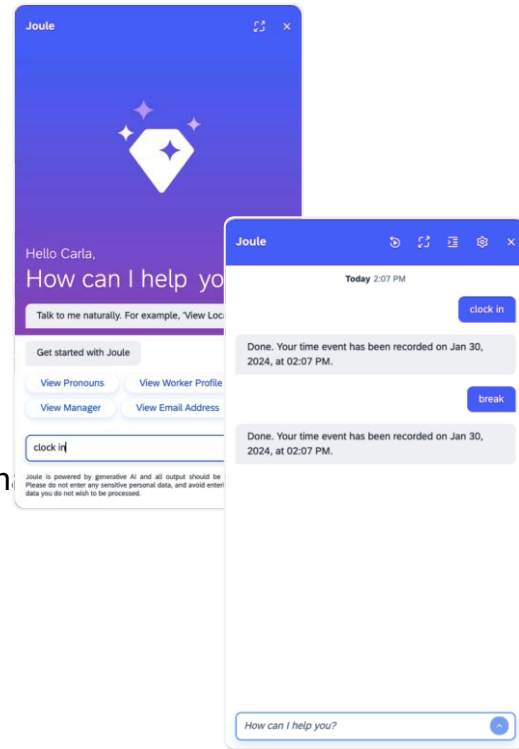
Engage with conversational AI:

Time Off:

- ✓ View Holiday Calendar
- ✓ View Time Off
- ✓ View Leave Balance
- ✓ Create Time Off (Navigational)
- ✓ View Time Off Instructions (Navigation)
- ✓ View Team Absence (Navigational)
- ✓ Approve workflow requests

Time Tracking:

- ✓ Clock in and clock out

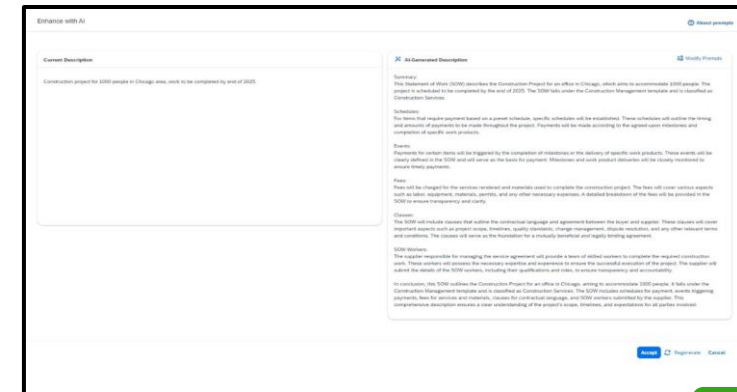


Recent Delivery 1H 2024

Time Management | Joule – Adaptive Experiences and AI

AI-powered SOW description

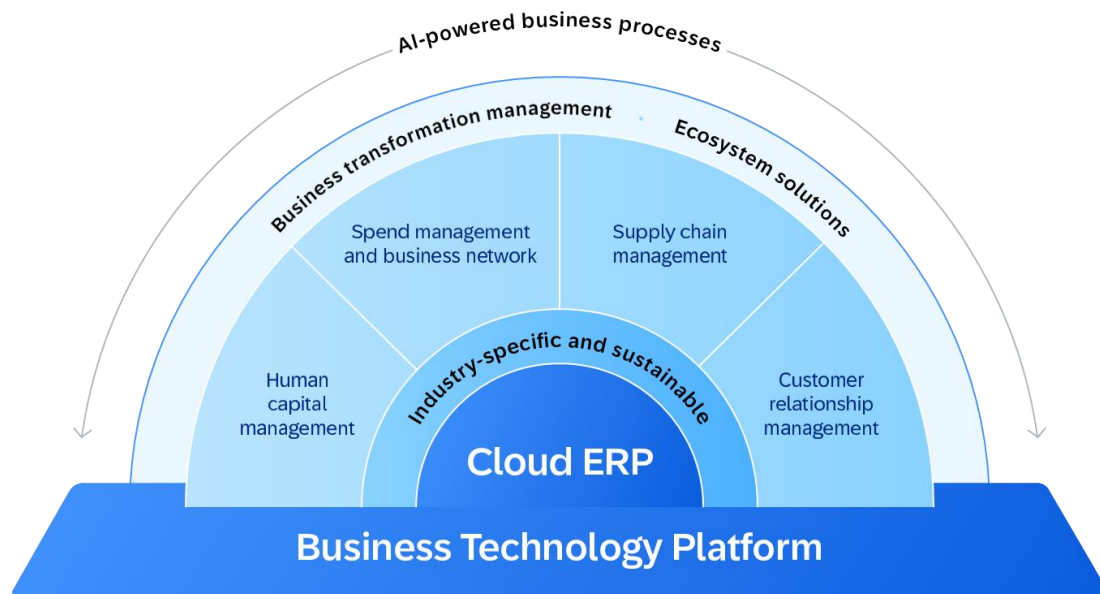
- Lack of automation from purchasing event to trigger on/off boarding process leading to HSE and Security Risks.
- Compliance to all Policies and Procedures
- Ensuring contractors have the right skills, certification & qualification



Available Now

AI generated description- Create comprehensive SOW descriptions with ease in SAP Fieldglass

SAP Portfolio | End-to-End Business Processes & Industry Context

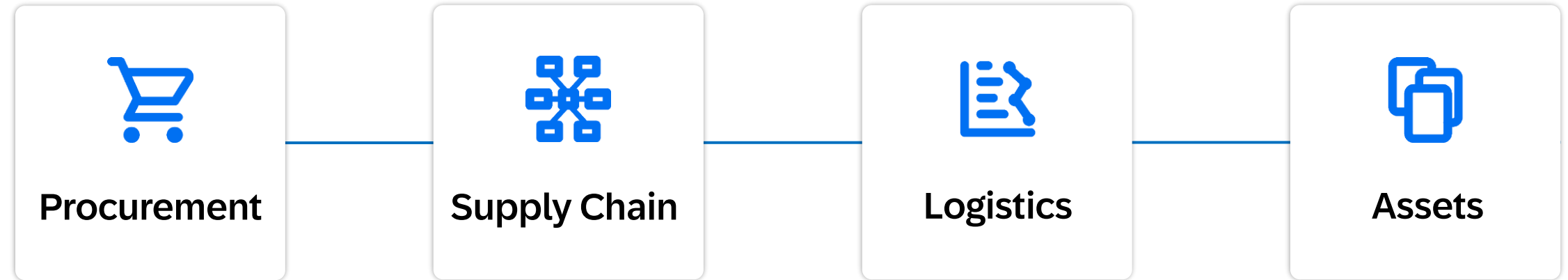


Mining & Metals topics

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- Business Network

Collaboration with Business Networks

Single platform to orchestrate processes across company boundaries



- Visibility across procurement process
- Trading partner search and directory
- Supplier discovery & order collaboration

- Visibility across E2E supply chain
- Inventory & quality
- Forecast & Inventory collaboration

- Visibility across logistics supply chain
- Freight collaboration
- Material Traceability

- 360° asset visibility
- Full asset reliability
- Collaborative maintenance & service

Connecting people, processes, and systems across partners, digitizing transactions via network and creating transparent, resilient, and sustainable supply chains



- **Supply Chain Collaboration**
- **Freight collaboration**, track & trace
- **Collaborative asset maintenance**
- Carbon & sustainability data

- Industry trends
- SAP Strategy driving business transformation
- Solutions & innovation examples with AI
- **Summary**

Summary – Mining and metals

Best-in-Class Solutions

- Industry focused direction
- Ongoing investments in SAP solutions with strong focus on AI technologies
- Growing partner solutions portfolio
- Various influence channels for customers
- Defined industry roadmap
- Long term commitment

Navigate and influence the Roadmap

SAP Roadmap for Mill Products (Metals) → [Roadmap Explorer](#)

SAP Roadmap for Mining → [Roadmap Explorer](#)

SAP Co-Innovation Portal → <https://influence.sap.com/>
(CEI Cycle 2024-02 open for [registration](#) until July 12)

More local Community Events in 2024

Q3 2024 SAP Metals Day MEE, Germany

Aug 28 SAP Innovation Day for Mining, Jakarta

Oct 14-16 ASUG Best Practices, Houston, US → [2024 ASUG Events](#)

Oct 29-30 SAP Metals, Mining and Mill Industries (MMMI) Summit, Perth, Australia



What's in today and tomorrow

The perfect place to meet the Mining & Metals community



Mining and Metals Live Customer Case Studies:

- **Keynote: Accelerating Digital Transformation Journey Leveraging SAP Cloud** (see Keynotes)
Chetan Trivedi, CIO, Vedanta Resources
- **CELSA - Transforming Steel Logistics with SAP Transportation Management**
Joan Ral Gené, CIO, CELSA Group
- **Glencore Zinc's Journey to S/4HANA with a Global Template**
Juan Fuica, Global Project Manager, Glencore
- **Unlocking the Power of the Request-to-Order Automation: An Integrated Journey**
Marcelo Bittencourt Gerceski, OtC SAP Architect, ArcelorMittal Nippon Steel Calvert
Max Jegorovcev, CEO, CLARITY
- **Transforming Vale: Becoming a Data-Driven Enterprise with SAP Datasphere**
Stella Michirefe, Global IT Data & Platforms Architecture, Vale S.A.
Marko França, Global ERP Support Vale S.A.
- **Driving thyssenkrupp Rasselstein's Competitive Edge with Digital Material Passports**
Mario Kossmann, Vice President Digital Solutions, thyssenkrupp Rasselstein
- **SSAB's Journey Towards Fossil-Free Steel**
Niko Korte, VP, Head of Fossil Free Business Platforms, SSAB
- **Moris: How to Transform Your Business to Prepare 5 Tons of Steel in 50 Seconds**
Marek Majerek, Head of IT, Moris
Bartłomiej Petryka, Head of Purchasing, Moris
- **AM/NS India: Transforming to a modern, customer centric digital platform for competitive advantage and profitability**
Renuka Kulkarni, Senior Leader, ArcelorMittal Nippon Steel India
- **Driving decarbonization in hard-to-abate industries**
(insights gained from pilot in steel and aluminium to enhance data exchange)
Xijuan Liu, RMI

Keynotes

- **How to Successfully Drive Continuous Innovation with SAP**
Rainer Steffl, CIO, Mondy
- **Keynote: Accelerating Digital Transformation Journey Leveraging SAP Cloud**
Chetan Trivedi, CIO, Vedanta Resources
- **Keynote: From Strategy Bottleneck to Business Differentiation**
Gustavo Franco, Chief Customer Officer, RHI Magnesita
- **Innovate, Adapt, and Excel – Unleashing Your Industry Potential with SAP**
Sven Denecken, SVP & Chief Marketing and Solutions Officer for SAP Industries and CX, SAP
- **“Be water, my friend.” Making Industrial Companies Move Like Bruce Lee**
Stefan Weisenberger, Global VP, Head of IBU Process Industries & Natural Resources, SAP

Panel Discussions

- **Customer Panel: AI in Manufacturing – Tales from the Edge**
- **Experiences on the road to Cloud with SAP RISE**
- **Panel Discussion with Industry Councils**
Emma McKay, Chairperson SAP Metals Council
Patrick Thompson, Co-Chairperson SAP Chemicals Council, more names to be announced

Thank you.

Contact information:

Vimal.gaba@sap.com

 **Bring out your best.**