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Service Definition – SAP IBP



1. Service Overview

Wipro provides a wide range of services in Supply Chain Management, our extensive experience and work done in Supply Chain Planning helps clients to be ahead of their competitors to understand the strategic as well as operational importance of planning.

Wipro's globally standardized delivery model suites European Supply Chain market to obtain adaptability and sustainability in-line to the internal and external trends.

Wipro is a global leader and globally present to provide consulting, technology services, innovation, and outsourcing. We work together with leading global organizations to provide business consulting, enterprise architecture, systems integration, software implementation, application development and maintenance with over all implementation methodology.

Wipro's solution and consulting experts ensure on-time and on-budget delivery for our clients across geographies. Our best practices-based approach optimizes rollout duration and leverages our experience in multi-country rollouts.

2. Service Description

Leveraging its strong Enterprise Applications capabilities, Wipro provides a wide range of SAP IBP implementation, rollout and support consulting services with the given below features and portfolio: -

- **Supply Chain Through Leadership**
 - Supply chain consulting, Strategy and Advisory
 - Industry Eminence
- **Intelligent Supply Chain & Optimization**
 - Automated intelligent planning
 - E2E Supply Chain visibility and control for decision making
 - Predictive, optimized & Collaborative Planning
- **Technology**
 - SAP IBP
 - SAP Ariba integration
 - SAP APO transformation
 - S/4 HANA embedded PPDS & Advance ATP
 - Digital Supply Chain
- **Innovation & Product Engineering**
 - E2E Digital Supply Chain including IoT, block chain, ML, AI
 - Research, Prototyping & Assessment
 - Automation
- **Value Engagement**

- KPI driven approach
- Transformation Planning
- Pre-configured, pre-build industry proven solutions

3. Business Benefits Realisation

Wipro's unique methodology KPI driven approach and KPI realization helps clients to have a mature S&OP process.

SAP IBP follows the SCOR model contains more than 150 key indicators that measure the performance of supply chain operations, most of the KPI's are inbuilt in SAP IBP. As with the process modelling system, metrics are organized in a hierarchical structure:

- **Level 1 metrics** are at the most aggregated level and are typically used by top decision makers to measure the performance of the company's overall supply chain
- **Level 2 metrics** are primary, high-level measures that may cross multiple SCOR processes
- **Level 3 metrics** do not necessarily relate to a SCOR Level 1 process (plan, source, make, deliver, return, enable).

IBP MODULES	Benefit Areas	Improvement Potential %
Sales & Operations Planning	Flexible, unified data model across demand, finance, and supply chain	10 – 20%
	support strategic and tactical planning at any level of granularity and dimensions	
IBP Demand	more-accurate statistical forecasts and consensus demand plans	10 – 25%
	Combining mid- and long-term planning with short-term demand-sensing capabilities	
IBP Response & Supply	Rough-cut supply planning, as well as operational response and supply planning	10 – 30%
	Constrained and unconstrained supply planning, order-based & allocations planning	
IBP Inventory	Prescribing total inventory targets to maximize profit while buffering for uncertainty	5 – 20%
	Coordination of multistage inventory plans across complex global supply chain	
Demand Driven Replenishment	End-to-end support of the demand-driven material requirements planning (DDMRP)	3 – 7%
	Offering significant inventory saving opportunities	
Control Tower	End-to-end visibility into your entire supply chain, including alerting, decision support	5 – 7%
	Business network collaboration processes, including supplier collaboration with Ariba	

Figure 1: Potential business improvements

Wipro with its maturity assessment model, helps clients to understand their current level of maturity in S&OP and what can be the target and roadmap for the same.

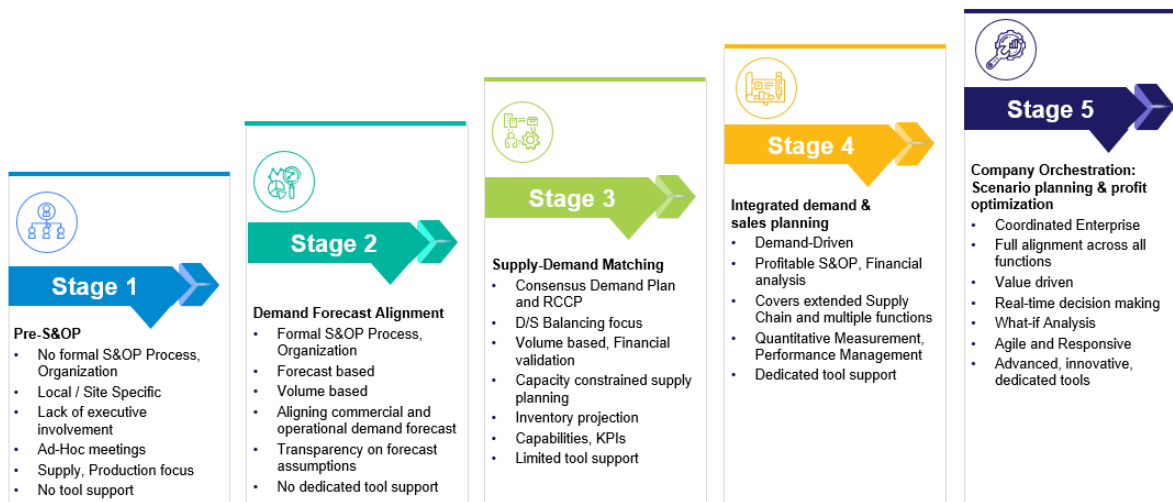


Figure 2: Wipro S&OP assessment and roadmap

SAP IBP S&OP allows to create a cross-departmental S&OP plan that can balance profitability, inventory levels, and exceptional service. Being able to effectively analyse data from different business departments and across business functions and create various planning scenarios enables speedy and accurate S&OP planning as explained in L1-Planning, L2-Visibility, L3-Execution. This results in decreased costs, improved inventory efficiency, revenue growth, and the ability to better attain the company's financial targets.

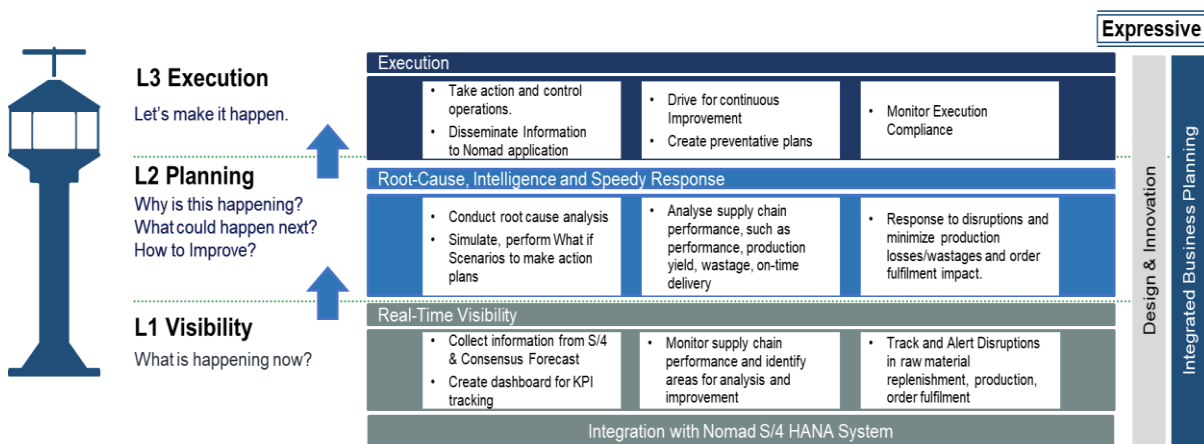


Figure 3: End to End Supply Chain Visibility

Key Benefits

- Improved speed and agility to plan
- Improved capability to forecast accurately and deliver on-time
- Effectively balance supply and demand and achieve organizational targets
- Harmonized process and optimal collaboration
- Address cross-functional and critical business decisions
- Alignment and integration of planning and execution
- Improved decision making throughout the entire supply chain

4. Wipro Supply Chain Practice

Wipro has dedicated SAP IBP practice loaded with rich experience: -

- 300+ APO, IBP consultants located across globe
- 60+ IBP certified consultants
- 30+ IBP consultants with real time multiple IBP implementations experience
- 5+ IBP RDS in-house solutions
- SAP certified IBP solution
- Separate HANA practice with CPI/DS, SDI certified consultants

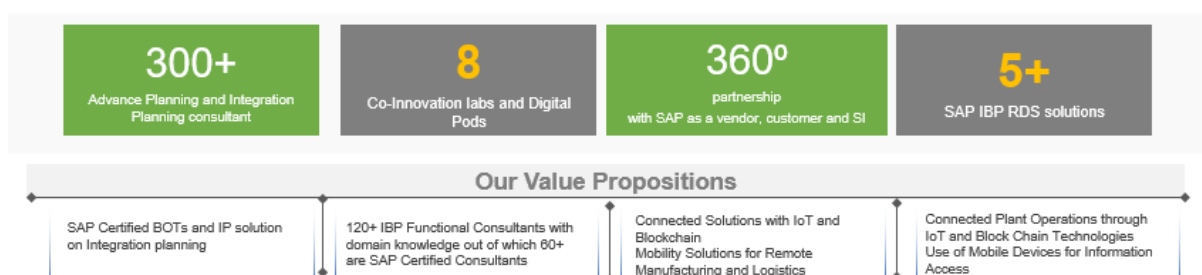


Figure 4: Wipro Supply Chain Practice

5. Wipro Innovations

Wipro's designed value added innovative certified SAP IBP solutions, some of the key innovations by Wipro are:

- **Manufacturing Adaptive Scheduler**
Dynamic constraint management & Modeler and scheduling run in S&OP
- **Supply Chain Risk Visibility**
Analyse the impacted supplies w.r.t to suppliers. Integrate supplier's alerts in the supply chain for single & multi sourcing materials
- **Smart Asset Visibility**
360-degree view of production line, near real-time status tracking of the equipment. Close integration with Plant Maintenance for predictive maintenance
- **Green Energy Tracking & Distribution**
Ability for Retailer to view Capacity/Availability of Green Energy from Producers, demand from Consumers and regulatory obligations to set up long term trading agreements
- **Worker safety monitoring**
Leverages IoT sensors to monitor safety parameters and provides analytical insights and guidance for taking corrective and preventive actions

- **"Digital Pipeline Defect & corrosion Management"**

Remote monitoring with sensors, failure prediction, maintenance notifications, defect analytics & trends

- **Fleet performance monitor for Mining**

Fleet tracking, Mechanical Diagnostics, Operational Safety Monitoring

6. Wipro Implementation & Rollout Methodology

Wipro has its client customized implementation methodology. It can be customized further to get the best out of implementation as described below: -

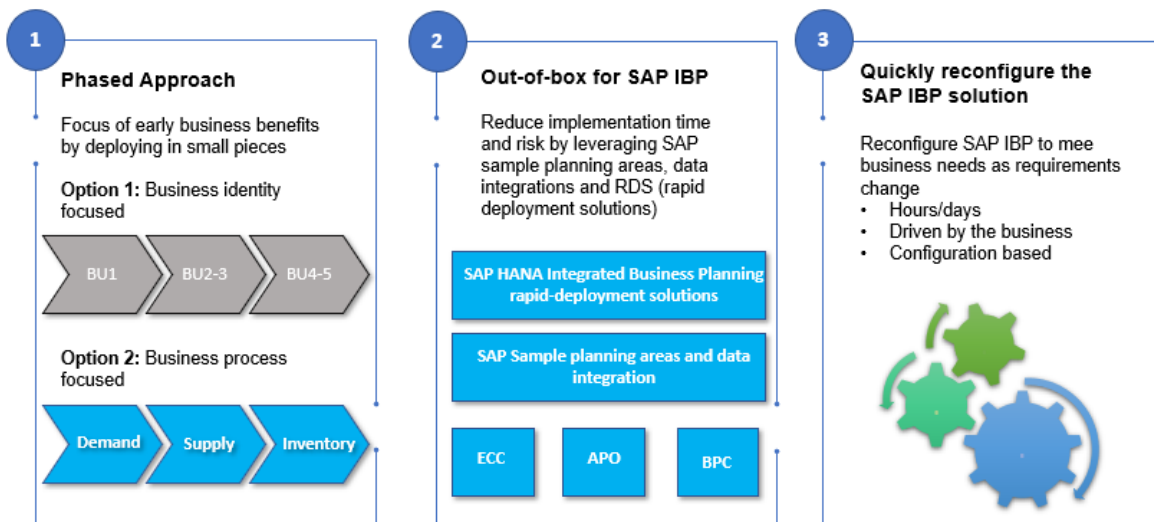


Figure 5: Wipro IBP Implementation Approach

Wipro suggest having a phased wise migration approach for clients having SAP APO in the environment and moving to S/4 HANA. It provides early benefits to the clients to leverage functionalities of IBP.

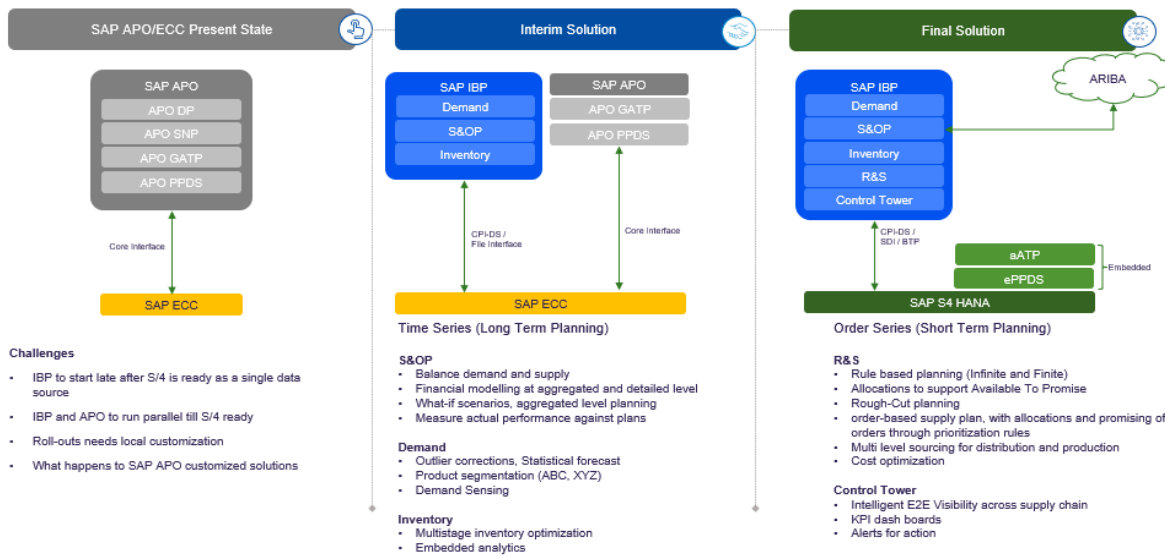


Figure 6: Wipro IBP Migration Approach

Wipro follows an agile time-boxed sprint cycle-based delivery methodology leveraging SAP activate methodology.

- This approach helps bring the best elements of both waterfall and agile methodology. It results in early solution validation/refinement and results in improved user adoption.
- The detailed assessment (called discovery or explore phase in SAP activate methodology) to execute detailed requirements gathering & solution design leveraging IBP test environment. A prioritized requirement backlog will be put in place at the end of this phase, which will guide the detailed scope and activities sequencing.
- IBP best practices (pre-configured IBP instance) based on a copy of planning area SAPIBP1 will be used to facilitate the discovery phase to develop product backlog (business requirement) and to design the IBP models.
- Wipro executes realization phase (Solution Build / Test / Deployment) using sprint cycles to incrementally build-test-demo the solution per a prioritized build sequence and time boxed sprint cycles.
- Deploy phase will kick off with user acceptance test (UAT)
- UAT will be conducted with full data load and CPI-DS and SDI interfaces
- Key users will lead hands-on testing with the training provided by Wipro
- End user training will be taken up by key users based on IBP test tenant.
- Hypercare support model will be in place to support the key users.

7. Wipro Implementation & Rollout Methodology

This service is priced in accordance with the Wipro Rate Card. Wipro can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

All prices are in GBP and exclude VAT



About Wipro Limited

Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO) is a leading technology services and consulting company focused on building innovative solutions that address clients' most complex digital transformation needs. Leveraging our holistic portfolio of capabilities in consulting, design, engineering, and operations, we help clients realize their boldest ambitions and build future-ready, sustainable businesses. With 250,000 employees and business partners across more than 60 countries, we deliver on the promise of helping our clients, colleagues, and communities thrive in an ever-changing world.

