

ASUG WEBCAST

Beyond the Core: Extending SAP with AI and Process Orchestration

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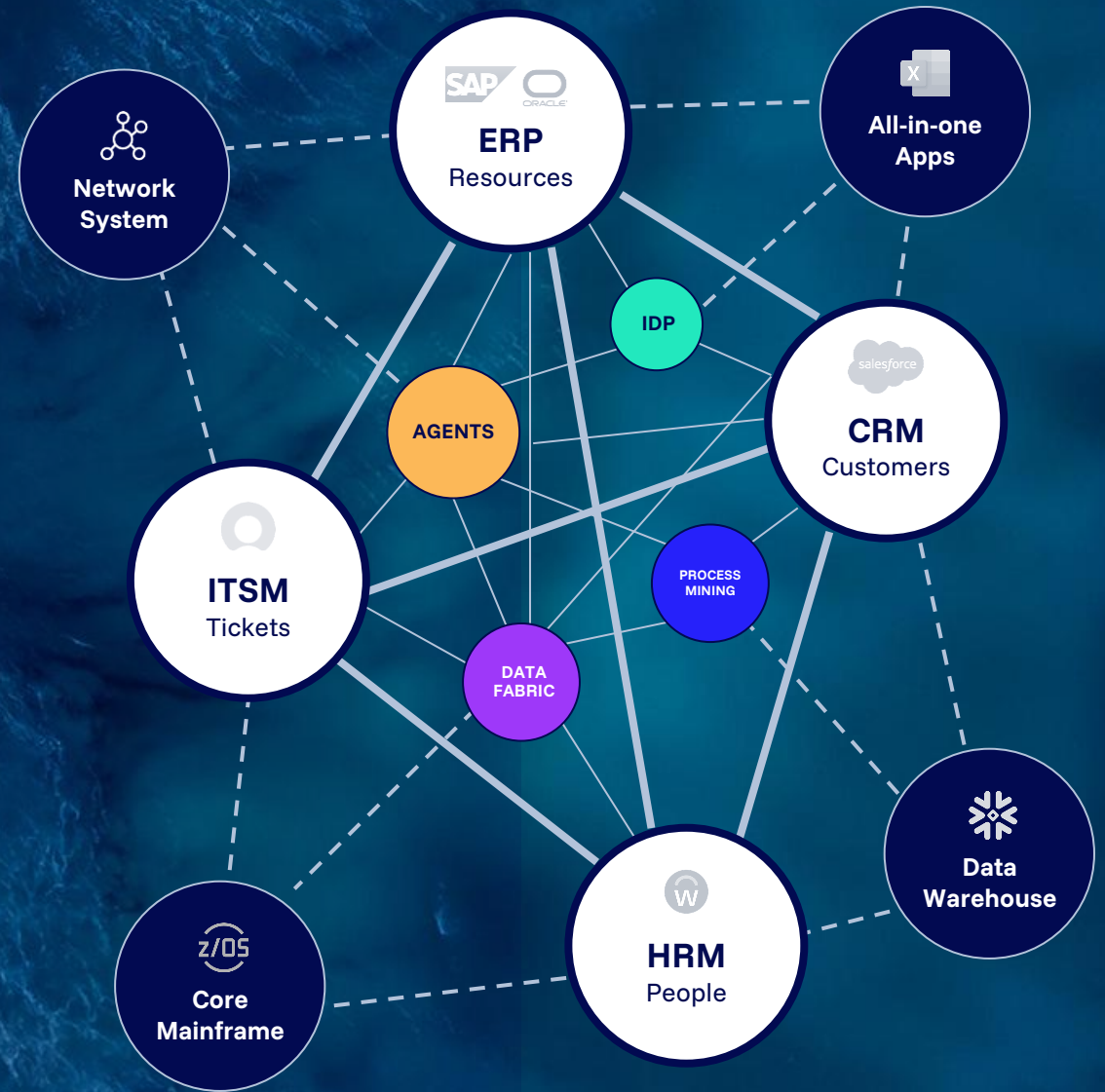
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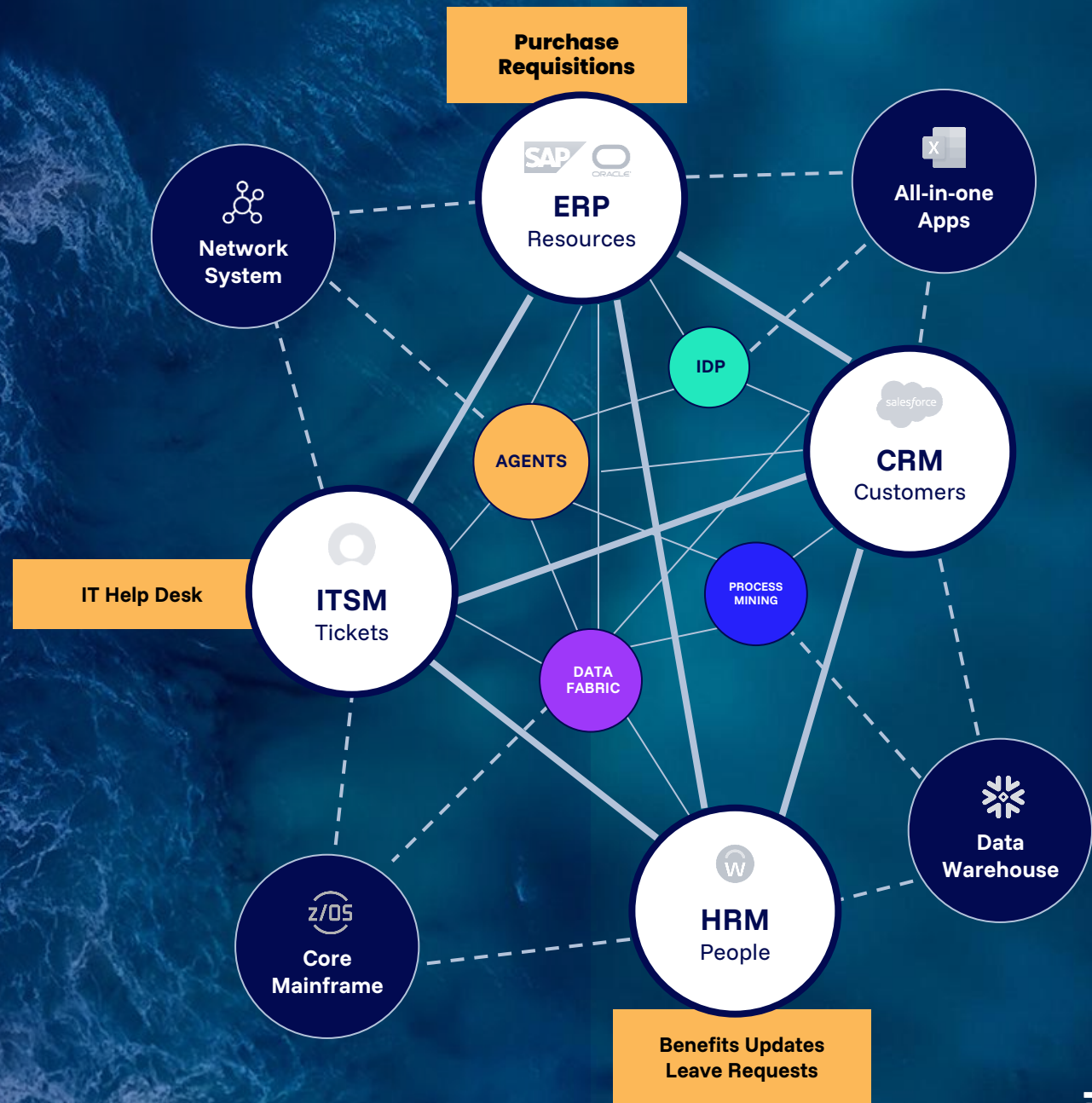
“By 2027, **more than 70%** of recently implemented ERP initiatives will **fail to fully meet** their original business case goals.”¹

1. Gartner, *Enterprise Resource Planning to Optimize Operations*

Island of Automation Are Slowing You Down



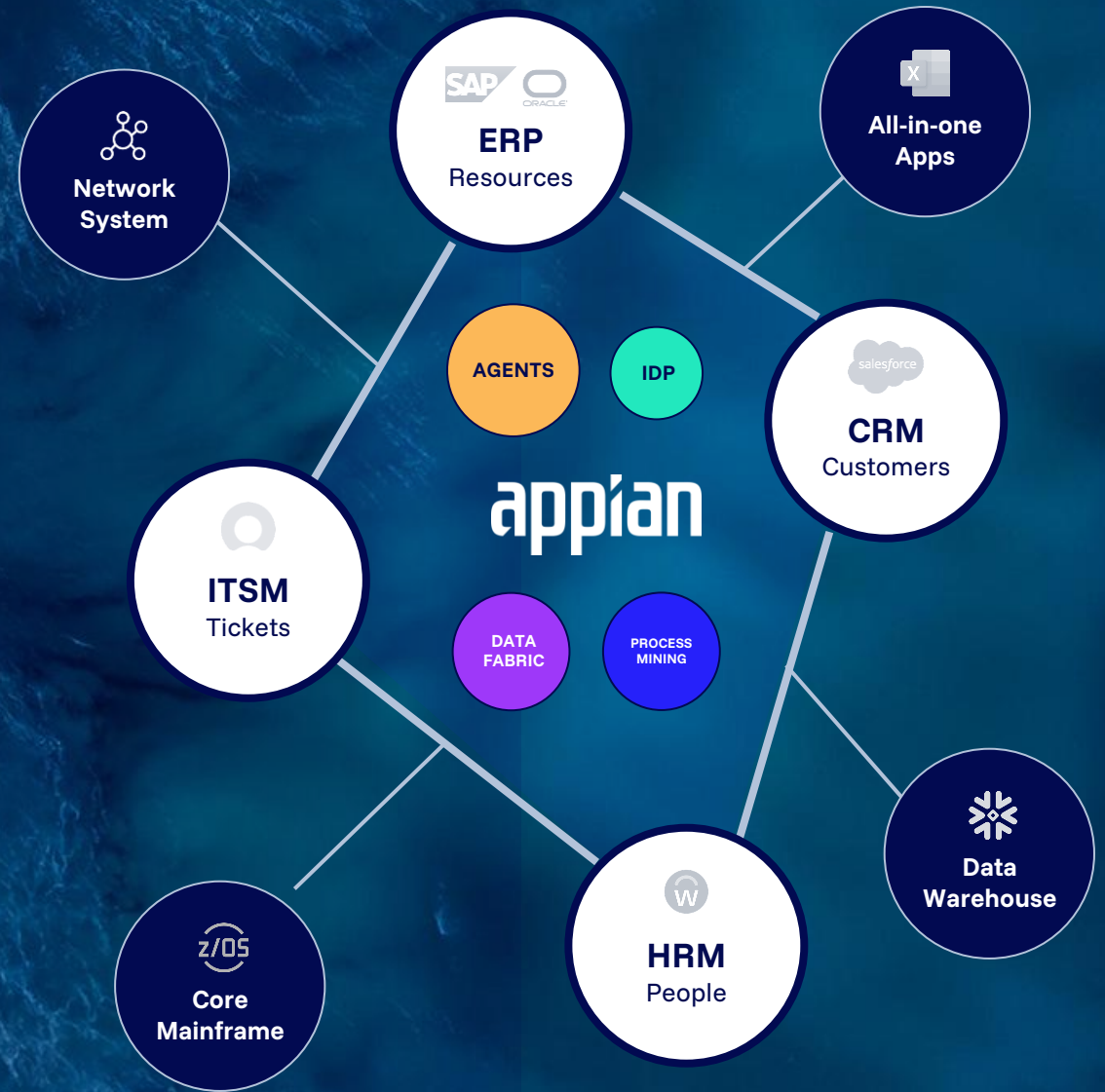
Simple Process Works



Complex Process Fails



Complex Processes Need Unified Orchestration



**Use SAP for what SAP
is best in class for...**

**Use Appian to Orchestrate
everything else...**

Orchestration Enables Modernization That Scales

Differentiator

Innovate Faster

by decoupling change from legacy timelines.

Improve Productivity

with unified, modern UX over your system of record.

Reduce Risk

by shipping incremental capabilities you can measure.

Outcomes

Modernize at Pace

Reduce delivery cycles and operating costs

Elevate UX For Every Role

higher adoption, lower support burden

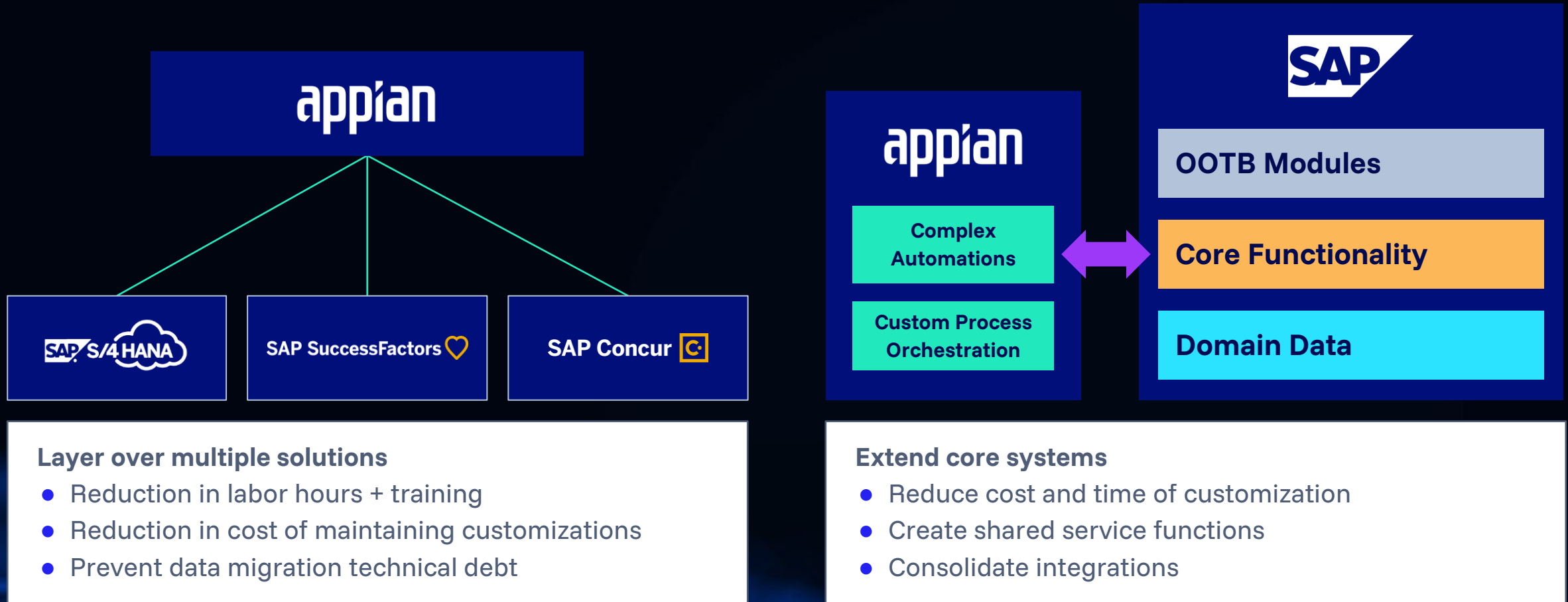
Orchestrate End-To-End Workflows

For fewer handoffs, fewer errors

Stand Up New Processes Fast

Adapt to change without replatform risk

Multiple Paths to Orchestration



From Complex and Siloed to Simplified and Connected

Past

Sourcing point solution	SAP Ariba 
Spreadsheets	
Email	
Shared folders	 SharePoint
Homegrown Apps	CUSTOM DEVELOPMENT
     Customised Legacy ERP	
     Future Optimized Core Systems	

Existing landscape

Future

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Pre-Packaged Solutions
Tailored Process Automation + Orchestration
Clean & Modern Core Record Systems

Results

Faster PR to PO cycles

Increased Scale of Procurement, Supplier Managers, AP teams

Lower spend, supplier discounting

Time & Cost Savings vs Legacy Code

Leverage **existing domain experts**

Automate in **days, weeks**

Faster migration

Optimizing IT spend for **innovation**

Modernization **Best-Fit Use Cases**

Requests

Master data creation, updates, deletion
Journal entry creation and posting
Supplier data Update process

Tasks

Supplier on/off boarding
Order 2 Cash
Procure to pay
Month-end close
Invoice payment tracking

Operations

Asset inspections
Fleet management
Plant maintenance coordination

Regulatory Compliance

FDA/ GxP Compliance
SOX Controls
Onboarding KYC/ AML
HIPAA Compliance

System Gaps

Statutory Systems
Customs Reporting
Transport Logistics
BOM Stock by supplier

Migrations

ERP Consolidation
Divestiture process separation
Acquisition onboarding
Legacy app retirement

Food Manufacturer

Streamlining Vendor Management



Solution

Vendor Supplier Onboarding



Industry

Food Service Distribution



Appian Technology

Low Code, Process Designer,
Data Fabric, BPM



Employees

20,000

Managing vendor and supplier relationships is **complex** and **inefficient due to siloed systems, manual processes, and inconsistent data** across platforms like **SAP**, leading to delays, errors, and increased financial risk. Appian's Supplier/Vendor Onboarding Solution streamlines the entire process with automated workflows, real-time data validation, and seamless integrations, enabling faster onboarding, improved financial accuracy, and enhanced compliance.

99% Data Accuracy

Mapping SAP shipping, costs

50%

Faster vendor onboarding

30%

Reduction in Accounts Payable Exceptions

8 Week

Deployment for First Release



Pharmaceutical Manufacturer

Clinical Supply Chain Management



Solution

Supply Chain Management



Industry

Pharmaceutical



Appian Technology

Data Fabric, RPA, AI



Employees

75,000

The clinical supply chain plays a critical role in ensuring that clinical trials are conducted safely, efficiently, and in compliance with regulations. A well-designed and executed clinical supply chain can help reduce the time required to bring a drug to the market.

**20%
Increase**

In Global Schedule
Adherence in 2022

**15%
Reduction**

In Issue Rate in
First Year

**Increased
Visibility**

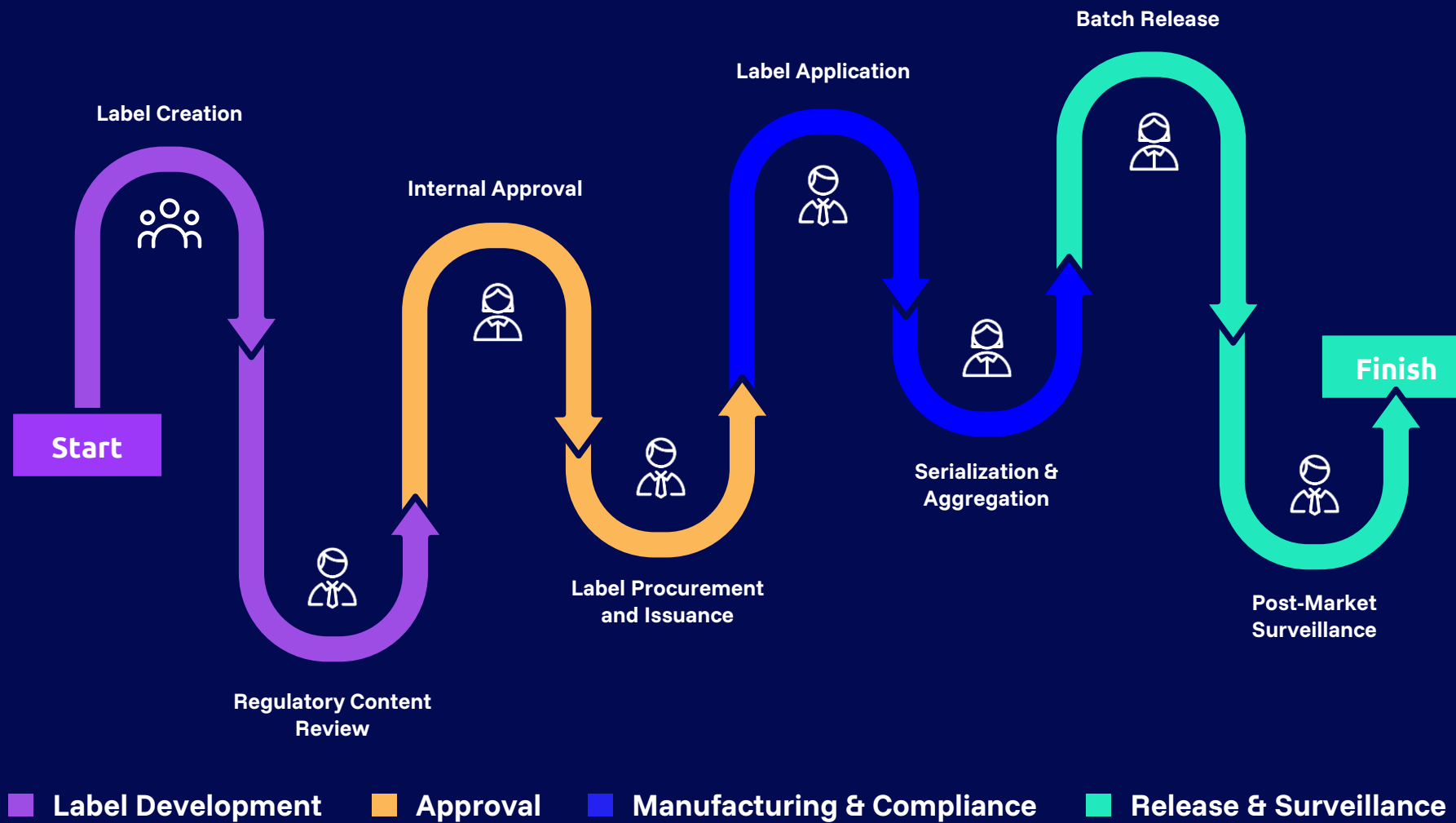
Across The
Supply Chain

**17%
Reduction**

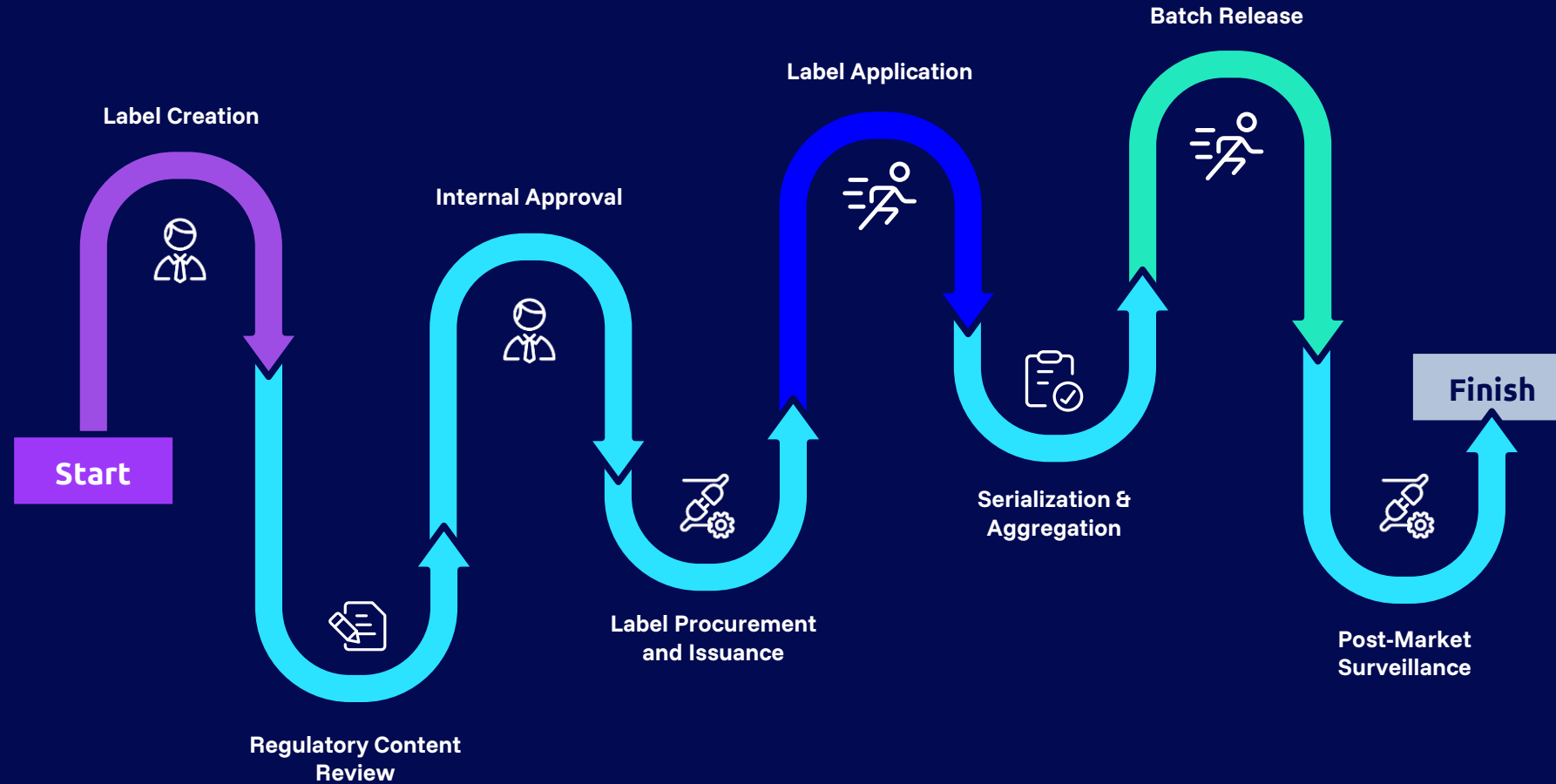
In Cycle Time



Managing the pharmaceutical labelling process is a **highly regulated, multi-step, manual process** which requires many touchpoints, increasing risk.



Highly automated with minimal manual intervention

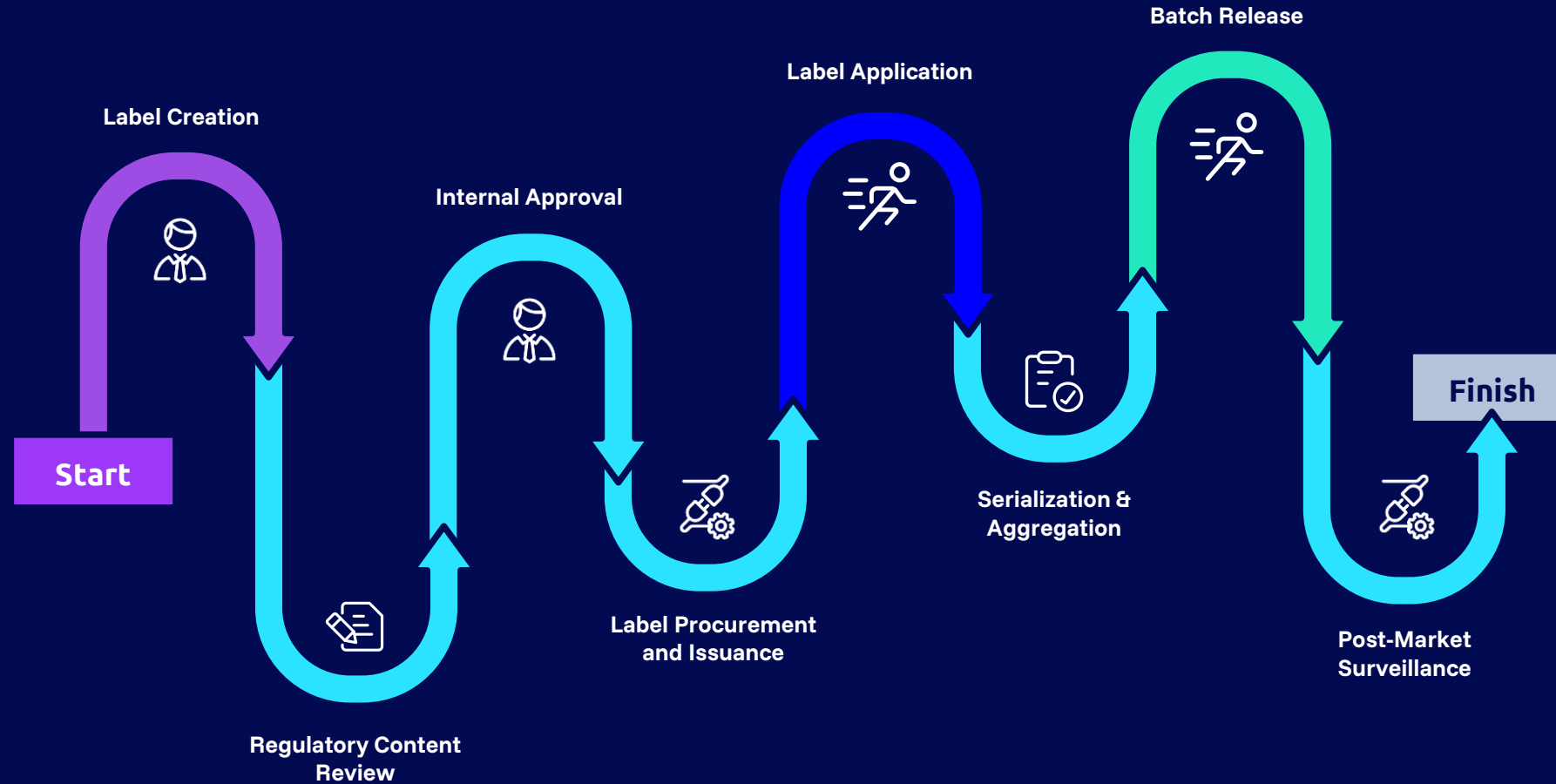


■ Label Development ■ Approval ■ Manufacturing & Compliance ■ Release & Surveillance

The Agility Layer in Action



Highly automated with minimal manual intervention



■ Label Development

■ Approval

■ Manufacturing & Compliance

■ Release & Surveillance

Stop Waiting. Start Orchestrating.

Schedule a meeting to learn how you can modernize with Appian.



An aerial, high-angle view of a city street, likely in New York City, during the "blue hour" or dusk. The street is filled with cars, including several yellow taxis, and is flanked by tall, modern glass skyscrapers. The sky is a deep, dark blue. The overall image has a monochromatic blue tint, except for the white text and some warm light from building windows and car headlights. The word "appian" is centered in the middle of the image in a white, lowercase, sans-serif font.

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